



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

FORM

RT-44401 (10-27-2011)

2012 ECONOMIC CENSUS

Building Material and Supplies Dealers

OMB No. 0607-0927: 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.

RT-44401

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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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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.

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EXAMPLE

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

Sales of merchandise and other operating receipts (Exclude sales taxes or other taxes collected.) 0100 ☐

2012 \$ Bil. Mil. Thou.

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6 Not Applicable.

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

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, 2012 0000 ☐

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 ☐

8-18 Not Applicable.

19 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

- 444 130 00 1 ☐ Hardware store
- 444 130 00 4 ☐ Tool store or dealer
- 444 110 00 1 ☐ Home improvement center
- 444 190 10 1 ☐ Retail lumber yard
- 444 120 00 1 ☐ Paint and wallpaper store or dealer
- 444 190 21 2 ☐ Flat glass and other construction glass dealer
- 444 190 22 3 ☐ Cabinet shop, including stock and custom kitchen and bath cabinets to be installed
- 444 190 23 2 ☐ Ceramic tile dealer
- 444 190 29 5 ☐ Hardwood flooring dealer
- 442 210 00 2 ☐ Floor coverings store or dealer
- 444 190 29 7 ☐ Metal or vinyl door and/or window store or dealer
- 444 190 22 1 ☐ Wooden door and/or window store or dealer
- 444 190 27 2 ☐ Electrical supplies store or dealer, including ceiling fan/light fixture store
- 444 190 28 1 ☐ Plumbing equipment and supplies store or dealer
- 444 190 29 3 ☐ Welding supplies store or dealer

CONTINUE WITH 19 ON PAGE 4

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19 KIND OF BUSINESS - Continued

0700	444 190 28 2	☐	Water treatment and conditioning equipment store or dealer
	423 730 00 2	☐	Heating equipment and supplies store or dealer
	423 740 00 2	☐	Refrigeration equipment and supplies store or dealer
	444 190 22 2	☐	Plywood, veneer, and millwork dealer
	444 190 23 1	☐	Brick, block, tile, clay/cement sewer pipe dealer
	444 190 26 1	☐	Roofing, siding, and insulation dealer
	444 190 24 1	☐	Sand, gravel, and stone dealer
	444 190 25 1	☐	Cement, lime, and related products dealer
	444 190 29 9	☐	Garage door dealer
	444 190 29 8	☐	Other specialized building materials store or dealer, including fencing, prefabricated buildings, etc.
	453 930 00 1	☐	Manufacturer (mobile) home retailer, new and used
	444 220 20 1	☐	Farm supplies store or dealer, including feed, seed, grain, and fertilizer
	444 210 00 1	☐	Outdoor power equipment store or dealer, including lawnmowers, chainsaws, trimmers, etc.
	453 998 30 6	☐	Swimming pool (above ground) and spa dealer, including supplies
	444 220 40 1	☐	Retail nursery
	561 730 00 1	☐	Lawn and garden services
	327 320 00 1	☐	Ready-mixed concrete distributor
	777 444 01 1	☐	Construction contractor - general or trade, including heating, plumbing, electrical, painting, etc. - <i>Specify</i> ↴
0701			
	772 000 00 1	☐	Other kind of business - <i>Specify</i> ↴
0701			

44401040



20

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

0251 ☐ Yes

0252 ☐ No

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

0256 ☐ Yes

0257 ☐ No

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

0276 ☐ Yes

0277 ☐ No

D. Estimate the percentage of this establishment's total sales (reported in **5**) by class of customer.

1. Household consumers and individuals	0261
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2. Retailers for resale 0263

3. Wholesalers/distributors for resale 0264

4. Repair shops for use in repair work 0265

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

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

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

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

9. Farmers for use in farm production 0270

10. Governmental bodies (Federal, state, and local) 0271

11. Export sales 0262

12. Other - Specify 

0874

0272

13. TOTAL

[illegible]

Which ONE of the following best describes this establishment's principal method of selling in 2012?
(Mark "X" only ONE box.)

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0759

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

3 9

(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). See HOW TO REPORT DOLLAR FIGURES on page 2 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

Percent

- 1.** Dimensional lumber and other building/structural materials and supplies, including heating stoves and prefabricated fireplaces *(Report major appliances on line 10, portable electric heaters and other small appliances on line 11, and paint and sundries on line 2. Report the sale of materials installed by this establishment in construction, renovation, or repair on line 32a or 32b.)*
 - a.** Dimensional lumber, nontreated 20641
 - b.** Treated lumber 20642
 - c.** Boards, all grades *(Report gypsum, specialty boards, and treatments on line 1d.)* 20643
 - d.** Gypsum, specialty boards, and treatments, including plaster, tape, and joint compounds 20644
 - e.** Engineered wood products, including glu-lam, laminated veneer lumber (LVL), wood I-joists, etc. 20645
 - f.** Structural panels, including softwood plywood and oriented strand board (OSB) 20646

CONTINUE WITH 22 ON PAGE 7

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
1. Dimensional lumber and other building/structural materials and supplies, including heating stoves and prefabricated fireplaces - Continued				
g. Other panel products, including hardwood plywood, waferboard, and particle board/sanded/specialty plywood 20647				
h. Building components, including floor trusses, roof trusses, framed wall panels, etc. (Report flooring and floor coverings on line 7.) 20648				
i. Connectors, including joist hangers, tie-downs, etc. 20649				
j. Steel studs 20651				
k. Doors and moulding, including interior/exterior pre-hung or slab doors, garage doors, mouldings, and jambs 20652				
l. Windows, skylights, and patio doors, including wood or wood clad, vinyl, aluminum, or other 20653				
m. Glass (Report glassware on line 8.) 20654				
n. Masonry supplies, including cement, lime, plaster, brick, etc. 20655				
o. Insulation (all types) and weatherization products 20656				
p. Siding, exterior trim, and soffit 20657				
q. Roofing (all types), including roofing supplies 20658				
r. Ceilings and ceiling systems 20659				
s. Kitchen and bath cabinets and countertops, including bathroom vanities and vanity tops, medicine cabinets, etc. 20661				
t. Heating and HVAC units, fuel storage tanks, and related parts and equipment; ductwork; heating stoves, including wood, kerosene, and oil; and prefabricated fireplaces (Report stand-alone air-conditioners on line 10d and parts installed in repair on line 32b.) 20662				
u. Refrigeration equipment and supplies 20665				

CONTINUE WITH **22** ON PAGE 8

CONTINUE ON PAGE 8

44401073

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. Dimensional lumber and other building/structural materials and supplies, including heating stoves and prefabricated fireplaces - Continued				
v. All other building/structural materials and supplies 20666				
w. Add lines 1a through 1v 20640				
2. Paint and sundries (Report automotive paint on line 23.)				
a. Interior paint 20673				
b. Exterior paint 20674				
c. Stain, varnish, shellac, and other coatings 20675				
d. Painting equipment, including tools, brushes, scrapers, etc. 20676				
e. Painting supplies, including compounds and other consumable materials 20677				
f. Add lines 2a through 2e 20670				
3. Wallpaper and other flexible wallcoverings 20690				
4. Hardware, tools, and plumbing and electrical supplies				
a. Hardware 20601				
b. Plumbing fixtures and supplies (Report tap water purifiers and filters on line 11.) 20603				
c. Ladders and scaffolding 20604				
d. Wiring and wire products 20605				
e. Welding supplies 20606				
f. Electrical supplies, including lighting fixtures, light bulbs, ceiling fans, boxes, devices, etc. (Report lamps on line 8a.) 20607				
g. Hand tools and accessories (blades, bits, etc.) 20608				

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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
4. Hardware, tools, and plumbing and electrical supplies - Continued				
h. Power tools and equipment, including portable electric power tools, power air tools, stationary/bench top power tools, and accessories (blades, bits, etc.) 20609				
i. Add lines 4a through 4h 20600				
5. Nonautomotive batteries 20872				
6. Lawn, garden, and farm equipment and supplies; cut flowers; plants and shrubs; fertilizers, etc.				
a. Cut flowers 20621				
b. Indoor potted plants and floral items 20626				
c. Outdoor nursery stock, including trees, shrubs, bedding plants, bulbs, sod, seeds, etc. 20627				
d. Fertilizer, lime, chemicals, and other soil treatments 20628				
e. Lawn and garden tools 20631				
f. Lawn and garden machinery, equipment, and parts 20636				
g. Farm machinery, equipment, and parts 20637				
h. All other lawn and garden supplies, including fencing, irrigation equipment, sprinklers, and hoses 20639				
i. All other farm supplies, including grain, animal feed, and animal health products (<i>Report saddlery on line 17 and prescription veterinary medicines, pet food, and pet supplies on line 26.</i>) 20638				
j. Add lines 6a through 6i 20620				
7. Flooring and floor coverings				
a. Soft-surface (textile) floor coverings to be installed 20365				
b. Carpets and rugs not requiring installation 20366				

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CONTINUE WITH **22** ON PAGE 10

CONTINUE ON PAGE 10

44401099



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. Flooring and floor coverings - Continued				
c. Hardwood flooring 20363				
d. Other hard-surface floor coverings and accessories, including tile and sheet goods 20364				
e. Add lines 7a through 7d 20360				
8. Kitchenware and home furnishings, including cookware, cooking accessories, dinnerware, glassware, giftware, decorative accessories, clocks, mirrors, closet and bathroom accessories, outdoor charcoal grills, etc.				
a. Decorative accessories and home furnishings, including lamps, lampshades, decorative glassware, vases, giftware, mirrors, pictures, picture frames, clocks, magazine racks, desk sets, closet and bathroom accessories, etc. 20394				
b. Kitchenware, including cookware, cooking accessories, glassware, flatware/hollowware, cutlery, china, and dinnerware 20395				
c. Outdoor charcoal grills (Report outdoor gas grills on line 10c.) 20393				
d. Add lines 8a through 8c 20380				
9. Curtains, draperies, blinds, slipcovers, bed and table coverings				
a. Curtains and draperies 20281				
b. Vertical and horizontal blinds, woven wood blinds, and shades 20282				
c. Furniture coverings and domestics 20285				
d. Add lines 9a through 9c 20280				
10. Major household appliances, including vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwave ovens, clothes washers and dryers, trash compactors, outdoor gas grills, etc.				
a. Kitchen appliances, parts, accessories, including refrigerators, freezers, dishwashers, microwave ovens, etc. 20301				
b. Laundry appliances, parts, accessories, including clothes washers and dryers 20302				
c. Outdoor gas grills, parts, accessories (Report outdoor charcoal grills on line 8c.) 20304				

CONTINUE WITH **22** ON PAGE 11

CONTINUE ON PAGE 11

44401107



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
10. Major household appliances, including vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwave ovens, clothes washers and dryers, trash compactors, outdoor gas grills, etc. - Continued				
d. Other major household appliances, parts, accessories, including room air-conditioners, dehumidifiers, vacuum cleaners, sewing machines, etc. 20305				
e. Add lines 10a through 10d 20300				
11. Small household appliances, including mixers; blenders; can openers; toasters; coffee makers; tap water purifiers and filters; frypans; and personal care appliances, such as hair dryers, curling irons, shavers, etc. 20310				
12. Furniture, including outdoor/patio furniture 20340				
13. Televisions, DVD/Blu-ray Disc players and recorders, camcorders, DVDs, Blu-ray Discs, etc., including parts and accessories 20320				
14. Audio equipment, musical instruments, radios, audio electronic components, compact discs, records, tapes, audio books, sheet music, accessories (<i>Report automotive audio equipment on line 23.</i>) 20330				
15. Groceries and other food items for human consumption off the premises, including candy, gum, packaged snacks, etc. (<i>Report pet food on line 26.</i>) 20100				
16. Toys, hobby goods, and games 20460				
17. Sporting goods and recreational equipment 20530				
18. Boats and other sport vehicles, including personal watercraft, snowmobiles, all-terrain vehicles (ATVs), golf cars, parts and accessories (<i>Report manufactured (mobile) homes on line 30 and liquefied petroleum (propane) gas on line 22.</i>) 20590				
19. Men's wear, including accessories (<i>Report boys' wear on line 31 and footwear on line 21.</i>) 20200				
20. Unisex clothing 20250				
21. Footwear, including accessories 20260				
22. Household fuels, including oil, LP gas, wood, coal 20780				

CONTINUE WITH **22** ON PAGE 12

CONTINUE ON PAGE 12

44401115



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
23. Automotive tires, paint, batteries, audio equipment, parts, and accessories	20740				
24. Automotive fuels	20720				
25. Automotive lubricants, including oil, greases, etc.	20730				
26. Pets, pet foods, and pet supplies, including wild bird supplies	20800				
27. Household soaps, detergents, cleaners, and cleaning supplies					
a. Household cleaning supplies, including mops, sponges, etc. (Report household cleaners on line 27b.)	20181				
b. Household soaps, detergents, and cleaners	20182				
c. Add lines 27a and 27b	20180				
28. New and used computer hardware, software, and supplies	20370				
29. Sewing, knitting, needlework goods, including fabrics, patterns, sewing supplies, notions, yarns, laces, trimmings, needlework kits, etc.	20270				
30. Manufactured (mobile) homes, excluding modular homes	20680				
31. All other merchandise (Report receipts for services on line 32.) Specify principal lines and estimated sales below	29810				
a.	29811				
b.	29812				
c.	29813				

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44401123



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
32. All nonmerchandise receipts, including receipts from rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES				
a. Construction receipts, including material and labor charges for adding rooms, installing windows, building fences, rebuilding furnaces, reroofing, etc., for work done by employees of this establishment (Report receipts for work done by hired subcontractors on line 32c.) 29901				
b. Repair and maintenance receipts, including material and labor charges for property upkeep such as mowing, lawn service, painting, furnace cleaning, furnace repair, roof repair, etc., performed by employees of this establishment (Report receipts for work done by hired subcontractors on line 32c.) 29902				
c. Labor charges for work contracted out to other establishments 29905				
d. All other nonmerchandise receipts, including charges for delivery, storage, rental or lease of tools and equipment, etc. 29946				
e. Add lines 32a through 32d 29900				
33. TOTAL (Should equal 5 if reporting in dollars.) 29990				100

23 Not Applicable.

24 SHIPPING AND HANDLING

A. Did this establishment have any receipts from customers for shipping and handling of merchandise in 2012?

0981 ☐ Yes - Go to line B

0982 ☐ No - Go to **26**

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

2012		
Estimates are acceptable		
\$ Bil.	Mil.	Thou.

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

0988 ☐ Yes

0989 ☐ No

25 Not Applicable.

44401131

26 SPECIAL INQUIRIES

FRANCHISE

- 1.** Was this establishment operating under any trademark(s) authorized by a franchisor in 2012?
(Mark "X" only *ONE* box.)

0237 ☐ Yes - franchisee-owned establishment

0238 ☐ Yes - franchisor-owned establishment

0239 ☐ No

- 2.** If yes, provide the trademark(s) below. ↴

0235

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.

44401149

