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

FORM
WH-42315 (10-27-2011)

2012 ECONOMIC CENSUS
Ferrous and Nonferrous Metals

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

DUE DATE
FEBRUARY 12, 2013

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.

(Please correct any errors in this mailing address.)

WH-42315

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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*

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PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2

2 PHYSICAL LOCATION - Continued

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? *(Mark "X" only ONE box.)*

0041 ☐ Yes 0042 ☐ No 0043 ☐ No legal boundaries 0044 ☐ Do not know

C. In what type of municipality is this establishment physically located? *(Mark "X" only ONE box.)*

0046 ☐ City, village, or borough 0047 ☐ Town or township 0048 ☐ Other 0024 ☐ Do not know

3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2012? *(Mark "X" only ONE box.)*

0011 ☐ In operation

0013 ☐ Temporarily or seasonally inactive

0014 ☐ Ceased operation - *Give date at right* →

0015 ☐ Sold or leased to another operator - *Give date at right* → 0018
AND enter name and address of new owner or operator and Employer Identification Number (EIN) below

Month	Day	Year

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0060 Name of new owner or operator	0061 EIN (9 digits)
	-

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

0063 City, town, village, etc.	0064 State	0065 ZIP Code
		-

0016 ☐ Other - *Specify* → 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 ☐

42315028

CONTINUE ON PAGE 3

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

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be **rounded** to **thousands** of dollars.

If a figure is **$2,035,628.79:** ***Report*** → ☐

If a value is "0" (or less than $500.00): ***Report*** → ☒

	Mark "X" if None	2012 $ Bil.	2012 Mil.	2012 Thou.
			2	036
EXAMPLE				

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

	Mark "X" if None	2012 $ Bil.	2012 Mil.	2012 Thou.
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	☐			

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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	2012 $ Bil.	2012 Mil.	2012 Thou.
C. Gross selling value of business conducted on a commission basis *(Include on line A.)* 1123			
D. Commissions received on transactions reported on line C 1124			

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	2012 Percent
F. Percent of products sold by this establishment manufactured or mined in the United States by **your company** or its subsidiaries 1125	☐	%

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.

42315036

CONTINUE ON PAGE 4

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	☐	

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B. Payroll before deductions *(Exclude employer's cost for fringe benefits.)*		Mark "X" if None	2012 $ Bil.	Mil.	Thou.
1. Annual payroll	0300	☐			
2. First quarter payroll *(January-March 2012)*	0310	☐			

8 Not Applicable.

9 VALUE OF INVENTORIES

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

0486 ☐ Yes - *Go to line 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 $ Bil.	Mil.	Thou.	Mark "X" if None	End of 2011 $ Bil.	Mil.	Thou.
1. Total inventories before LIFO adjustment (if any)	☐ 0460				☐ 0470			
2. LIFO reserve (if any)	☐ 0466				☐ 0476			
3. Total inventories after LIFO adjustment *(Line B1 minus line B2.)*	☐ 0468				☐ 0469			

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CONTINUE ON PAGE 5

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

10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in 9, line B1, for 2012 is subject to the following valuation methods:

		Mark "X" if None	2012 $ Bil.	2012 Mil.	2012 Thou.
A. LIFO valuation method before adjustment	0244	☐			
B. First-in, First-out (FIFO)	0491	☐			
C. Average cost	0492	☐			
D. Standard cost	0493	☐			
E. Other valuation method - *Specify method* 0895	0494	☐			
F. TOTAL *(Sum of lines A through E should equal 9, line B1.)*	0490	☐			

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11–15 Not Applicable.

16 SELECTED EXPENSES

		Mark "X" if None	2012 $ Bil.	2012 Mil.	2012 Thou.
A. Operating expenses *(Include payroll. Exclude cost of goods sold and interest expense.)*	0140	☐			
B. Purchases of merchandise for resale, net of returns, allowances, and trade and cash discounts *(Include amounts allowed for trade-ins.)*	1160	☐			

C. For the value reported on line B, were any of these goods ordered over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system?

0441 ☐ Yes

0442 ☐ No

0443 ☐ Do not know

17 and 18 Not Applicable.

CONTINUE ON PAGE 6

42315051

19 **A.** KIND OF BUSINESS

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

0700

- 423 510 11 1 ☐ Ferrous metals service center with inventory
- 423 510 12 1 ☐ Ferrous metals sales office without inventory
- 423 510 21 1 ☐ Nonferrous metals service center with inventory
- 423 510 22 1 ☐ Nonferrous metals sales office without inventory
- 423 930 11 3 ☐ Ferrous (iron and steel) scrap processors using power processing equipment
- 423 930 12 2 ☐ Ferrous (iron and steel) scrap dealers not using power processing equipment
- 423 930 30 3 ☐ Recyclable products, including nonferrous scrap
- 423 830 30 1 ☐ General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics
- 424 610 00 1 ☐ Plastics materials and basic shapes and forms
- 771 000 00 1 ☐ Other kind of business - *Specify*

0701

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19 **B.** TYPE OF OPERATION

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

Merchant wholesaler, buying and selling on own account

0600

- 12 ☐ Importer
- 13 ☐ Exporter
- 11 ☐ Merchant wholesale distributor or jobber
- 14 ☐ Own-brand importer and marketer
- 20 ☐ **Manufacturers' sales branch or office**

Agent, broker, or commission merchant

- 46 ☐ Manufacturers' representative or agent
- 41 ☐ Auction company
- 42 ☐ Broker, representing buyers and sellers
- 43 ☐ Commission merchant
- 44 ☐ Import agent
- 45 ☐ Export agent
- 49 ☐ **Electronic market - business-to-business marketplace that facilitates the sale of goods via the Internet or other electronic means, and operates on a commission or fee basis**
- 77 ☐ **Other broker or agent - *Specify***

0601

CONTINUE ON PAGE 7

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

20 CLASS OF CUSTOMER

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

0251 ☐ Yes

0252 ☐ No

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

0256 ☐ Yes

0257 ☐ No

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

0276 ☐ Yes

0277 ☐ No

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

		2012 Percent
1.	Household consumers and individuals 0261	%
2.	Export sales 0262	%
3.	Retailers for resale 0263	%
4.	Wholesalers/distributors for resale 0264	%
5.	Repair shops for use in repair work 0265	%
6.	Manufacturing and mining industrial users for use as input goods in production 0266	%
7.	Restaurants, hotels, food services, and contract feeding 0267	%
8.	Businesses for end use in their own operation, not for resale or production 0268	%
9.	Building contractors, heavy construction, and special trade contractors 0269	%
10.	Farmers for use in farm production 0270	%
11.	Governmental bodies (federal, state, and local) 0271	%
12.	Other - *Specify* 0874 _____ 0272	%
13.	**TOTAL**	100 %

42315077

CONTINUE ON PAGE 8

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*

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. Flat iron and steel products					
a. Iron and steel plates	11121				
b. Hot-rolled and cold-rolled iron and steel strips	11122				
c. Cold-rolled iron and steel sheets	11123				
d. Hot-rolled iron and steel sheets	11124				
e. Galvanized and coated iron and steel sheets	11126				
f. Tin plate and terneplate	11127				
g. Fabricated and structural iron and steel plate products	11128				

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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
1. Flat iron and steel products - Continued					
h. Other flat iron and steel products	11129				
i. Add lines 1a through 1h	11120				
2. Iron and steel pipes and tubing					
a. Iron and steel tubing	11152				
b. Standard steel pipes	11153				
c. Other steel pipes	11154				
d. Add lines 2a through 2c	11150				
3. Stainless steel					
a. Stainless steel plates	11181				
b. Stainless steel strips	11182				
c. Stainless steel sheets	11183				
d. Stainless steel bars and bar-size shapes	11184				
e. Other stainless steel, including tubing	11185				
f. Add lines 3a through 3e	11180				
4. Alloy steel					
a. Hot-rolled or cold-finished alloy steel bars	11171				
b. Alloy steel pipes, tubing, and plates	11173				
c. Other alloy steel	11175				
d. Add lines 4a through 4c	11170				

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CONTINUE WITH **22** *ON PAGE 10*

CONTINUE ON PAGE 10

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

Description of sales, shipments, receipts, or revenue		2012 Report thousands of dollars OR whole percents. Estimates are acceptable. $ Bil.	Mil.	Thou.	Percent
5. Semi-finished iron and steel products					
a. Sheet bars and tin plate bars	11111				
b. Wire rods	11112				
c. Rough castings and foundry products	11113				
d. Forgings and stampings	11114				
e. Other semi-finished iron and steel products	11116				
f. Add lines 5a through 5e	11100				
6. Iron and steel wire and wire products					
a. Wire, including plain, coated, barbed, and twisted	11141				
b. Nails	11142				
c. Wire rope, strand, strapping, reinforcement mesh, and bale ties	11143				
d. Add lines 6a through 6c	11140				
7. Other iron and steel products					
a. Hot-rolled iron and steel bars and bar-size shapes, excluding reinforcement bars	11162				
b. Cold-finished iron and steel bars and bar-size shapes	11163				
c. Concrete reinforcement bars	11164				
d. Structural shapes, excluding bar-size shapes	11165				
e. Storage tanks, steel	11168				
f. Other structural metal products	11167				
g. Add lines 7a through 7f	11160				

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CONTINUE ON PAGE 11

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

Description of sales, shipments, receipts, or revenue		2012 Report thousands of dollars OR whole percents. Estimates are acceptable. $ Bil.	Mil.	Thou.	Percent
8. Aluminum shapes and forms					
a. Aluminum plates - .250 inches and over	11221				
b. Aluminum sheets and coils - .006 to .249 inches	11222				
c. Aluminum foil - up to .005 inches	11225				
d. Rolled or extruded aluminum rods, bars, and wires, including rounds, hexes, squares, and rectangles	11223				
e. Aluminum pipes and tubing, including hollow bar, square, and rectangular tubing	11224				
f. Add lines 8a through 8e	11220				
9. Copper and brass					
a. Structural copper wire mill products	11211				
b. Copper and brass flat products, including sheets, strips, and plates	11212				
c. Copper and brass tubular products, excluding copper plumbing products	11213				
d. Copper plumbing pipes and tubing	11215				
e. Copper and brass rods, nonelectrical wire, and extruded shapes	11214				
f. Add lines 9a through 9e	11200				
10. Hardware					
a. Hand tools, excluding power tools	11715				
b. Hand tools, power	11714				
c. Bolts, nuts, rivets, and other fasteners, excluding nails *(Report nails on line 6b.)*	11712				
d. Cutlery	11713				
e. Add lines 10a through 10d	11700				

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CONTINUE ON PAGE 12

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

Description of sales, shipments, receipts, or revenue		2012 Report thousands of dollars OR whole percents. Estimates are acceptable. $ Bil.	Mil.	Thou.	Percent
11. Nonferrous metals, including magnesium, nickel, tin, lead, and zinc, excluding gemstones					
a. Primary, secondary, and alloyed nonferrous metals in primary and mill shapes	11231				
b. Other nonferrous metals, excluding primary, secondary, and alloyed nonferrous metals in primary and mill shapes	11232				
c. Add lines 11a and 11b	11230				
12. Recyclable ferrous metal scrap	12900				
13. Recyclable nonferrous metal scrap	12920				
14. Precious metals--gold, silver, and platinum, including precious metal coins	13030				
15. Minerals and ores, excluding coal, gemstones, and crude oil					
a. Non-metallic minerals, except crude petroleum and minerals used in construction	11321				
b. Other minerals and ores, excluding coal, gemstones, and crude oil	11322				
c. Add lines 15a and 15b	11320				
16. Electrical apparatus and equipment	11400				
17. Electronic parts and equipment, excluding communications equipment	11600				
18. Communications equipment and supplies	11650				
19. Plumbing and hydronic heating equipment and supplies, including gas plumbing appliances, water heaters, and other water system components	11800				
20. Construction products and materials, including plastic and metal fence	10740				
21. Plywood, panels, and millwork, including doors, windows, and wood fence	10620				
22. General-purpose industrial machinery, equipment, and parts	12320				
23. Industrial valves and fittings, excluding hydraulic valves and fittings	12380				
24. Abrasives, strapping, tape, ink, and mechanical rubber goods	12460				

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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
25. Chemicals and allied products	15330				
26. Plastics materials and basic shapes	15300				
27. Refined petroleum products, excluding liquefied petroleum (LP)	15400				
28. Miscellaneous commodities - *Specify*					
a.	19811				
b.	19812				
c.	19813				
29. Service receipts and labor charges, including installed parts					
a. Labor charges for repair work	19701				
b. Parts installed in repair work	19702				
c. Other service receipts and labor charges - *Specify*	19703				
d. Add lines 29a through 29c	19700				
30. Rental and operating lease receipts	19940				
31. TOTAL *(Should equal* **5***, line A, if reporting in dollars.)*	19990				100

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23 Not Applicable.

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24 SHIPPING AND HANDLING

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

0981 ☐ Yes - *Go to line B*

0982 ☐ No - *Go to* 26

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

2012		
$ Bil.	Mil.	Thou.

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

0988 ☐ Yes

0989 ☐ No

25 Not Applicable.

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26 SPECIAL INQUIRIES

A. EMPLOYMENT BY PRIMARY FUNCTION

(List the number of employees reported in 7, line A, by the employee's primary function.)

		2012 Paid employees
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* 0837	1137	
8. TOTAL *(Sum of lines 1 through 7 should equal 7, line A.)*	1138	

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	
	%

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CONTINUE ON PAGE 15

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

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**

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	2012		
	$ Bil.	Mil.	Thou.
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			

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 →

	Month	Year		Month	Year
FROM			TO		

Name of person to contact regarding this report	Title

	Area code	Number	Extension		Area code	Number
Tele-phone	-	-	-	Fax	-	-

E-mail address		Month	Day	Year
	Date completed			

Thank you for completing your 2012 ECONOMIC CENSUS form.

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

42315150