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

FORM
WH-42325 (10-27-2011)

2012 ECONOMIC CENSUS
Farm and Garden Machinery and Equipment

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-42325

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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 ☐

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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.

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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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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

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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

423 820 10 4	☐	Farm machinery and equipment (including irrigation equipment), sold primarily to farmers for use in farm production
423 820 20 3	☐	Farm machinery and equipment (including irrigation equipment), sold primarily to retail or other wholesale establishments for resale
423 820 30 1	☐	Lawn and garden machinery and equipment
423 810 00 1	☐	Construction and mining machinery and equipment
424 910 10 1	☐	Farm supplies, sold primarily to farmers for use in farm production
424 910 20 1	☐	Farm supplies, sold primarily to retail or other wholesale establishments for resale
423 830 30 1	☐	General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics
336 211 00 1	☐	Truck equipment distributor/upfitter primarily completing trucks by installing and assembling truck bodies and/or other equipment onto truck chassis
777 420 00 1	☐	Truck equipment distributor primarily reselling equipment, parts, and accessories, with or without installation onto completed vehicles
771 000 00 1	☐	Other kind of business - *Specify*

0701

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

19 **B.** TYPE OF OPERATION

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

Merchant wholesaler, buying and selling on own account

0600

12 ☐ Importer

13 ☐ Exporter

11 ☐ Merchant wholesale distributor or jobber

14 ☐ Own-brand importer and marketer

20 ☐ **Manufacturers' sales branch or office**

Agent, broker, or commission merchant

46 ☐ Manufacturers' representative or agent

41 ☐ Auction company

42 ☐ Broker, representing buyers and sellers

43 ☐ Commission merchant

44 ☐ Import agent

45 ☐ Export agent

49 ☐ **Electronic market - business-to-business marketplace that facilitates the sale of goods via the Internet or other electronic means, and operates on a commission or fee basis**

77 ☐ **Other broker or agent - *Specify***

0601

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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 %

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

21 METHOD OF SELLING

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

0751 ☐ Electronic commerce (selling goods or facilitating the sale of goods via the Internet or other electronic means)

0752 ☐ Store or display showroom (selling from a fixed or permanent location with physical displays of priced merchandise and/or from a counter)

0753 ☐ Warehouse or office (including telephone/fax orders or outside sales representatives)

0754 ☐ Mail order

0755 ☐ Home shopping via television

0756 ☐ Direct selling (selling in a face-to-face manner away from a fixed location, such as house-to-house, party plan, or temporary kiosk sales)

0757 ☐ Vending machines

0758 ☐ Other - *Specify*

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*** → 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. Farm machinery, equipment, and parts					
a. New farm tractors	12211				
b. New harvesting machinery	12212				
c. New land preparation, planting, and cultivating machinery	12213				
d. New dairy farm and barn equipment	12214				
e. New irrigation equipment and parts	12215				
f. Other new farm machinery and equipment	12216				

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
1. Farm machinery, equipment, and parts - Continued					
g. Used farm machinery and equipment	12218				
h. Parts and supplies for farm machinery and equipment	12219				
i. Add lines 1a through 1h	12200				
2. Lawn and garden machinery, equipment, and parts					
a. New power lawn mowers	12221				
b. Other new lawn and garden machinery, equipment, and parts	12222				
c. Used lawn and garden machinery, equipment, and parts	12223				
d. Add lines 2a through 2c	12220				
3. Farm supplies, including agricultural chemicals, feed, and fertilizers	15800				
4. Construction, forestry, and mining machinery and equipment, including parts and attachments	12100				
5. New and used automobiles, crossovers, motorcycles, and trailers	10100				
6. Light trucks and truck bodies, 14,000 lb. or less, including vans, cargo vans, and SUVs	10130				
7. Medium trucks, truck bodies, and tractors, 14,001 lb. to 33,000 lb.	10140				
8. Heavy trucks, truck bodies, trailers, and road tractors, more than 33,000 lb.	10150				
9. New and rebuilt automotive and trailer parts and supplies *(Report parts installed in repair work on line 25b.)*	10200				
10. Tires and tubes	10300				
11. Other construction products and materials, including gutters, prefabricated buildings, and plastic and metal fence	10740				
12. Sporting and recreational goods and supplies	12700				
13. Electrical apparatus and equipment	11400				

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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
14. Electric and gas household appliances, excluding plumbing	11500				
15. Hardware	11700				
16. Plumbing and hydronic heating equipment and supplies, including gas plumbing appliances, water heaters, and other water system components	11800				
17. Forced-air heating and air-conditioning equipment and supplies	11900				
18. General-purpose industrial machinery, equipment, and parts	12320				
19. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	15330				
20. Refined petroleum products, excluding liquefied petroleum (LP)	15400				
21. Paint, paint supplies, wallpaper, and wallpaper supplies	16000				
22. Flowers, plants, trees, nursery stock, and florists' supplies, including artificial	16110				
23. Miscellaneous commodities - *Specify*					
a.	19811				
b.	19812				
c.	19813				
24. Rental and operating lease receipts	19940				
25. Service receipts and labor charges, including installed parts					
a. Labor charges for repair work	19701				
b. Parts installed in repair work	19702				

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CONTINUE WITH **22** *ON PAGE 12*

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
25. Service receipts and labor charges, including installed parts - Continued				
c. Other service receipts and labor charges - *Specify* 19703				
d. Add lines 25a through 25c 19700				
26. Receipts for installing equipment 19740				
27. Receipts for service contracts 19720				
28. TOTAL *(Should equal* 5*, line A, if reporting in dollars.)* 19990				100

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

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	

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B. PERCENT OF DROP SHIPPED SALES

		2012 Whole percent of sales and receipts
Percentage of sales (reported in 5, line A) that were drop shipped and did not enter this establishment	1111	%

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CONTINUE ON PAGE 14

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 purchases 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
Telephone	-	-	-	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.

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