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

FORM
**WH-42329** (10-27-2011)

# 2012 ECONOMIC CENSUS
## Industrial Supplies

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-42329**

**INFORMATION COPY**
**DO NOT USE TO REPORT**

**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*

42329011

***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 |
|---|---|---|
| | | |

INFORMATION COPY
DO NOT USE TO REPORT

| 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 ☐

42329029

***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*

INFORMATION COPY
DO NOT USE TO REPORT

| | 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.

42329037

***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 | ☐ | |

INFORMATION COPY
DO NOT USE TO REPORT

| **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 | | | |

42329045

***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 | ☐ | | | |

INFORMATION COPY
DO NOT USE TO REPORT

**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***

42329052

**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

| | | |
|---|---|---|
| 423 840 10 1 | ☐ | General-line industrial supplies |
| 423 840 20 1 | ☐ | Mechanical power transmission supplies |
| 423 840 30 1 | ☐ | Welding supplies, excluding gases |
| 424 690 10 1 | ☐ | Industrial gases, excluding liquefied petroleum (LP) |
| 424 130 00 4 | ☐ | Industrial paper, including paper and plastic packaging supplies |
| 423 840 40 1 | ☐ | Industrial containers and supplies |
| 423 840 50 1 | ☐ | Industrial valves and fittings, excluding hydraulic and pneumatic valves and fittings |
| 423 830 21 1 | ☐ | Hydraulic and pneumatic pumps and motors |
| 423 830 22 1 | ☐ | Hydraulic and pneumatic parts and accessories, excluding pumps and motors |
| 423 830 30 1 | ☐ | General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics |
| 423 830 40 1 | ☐ | Metalworking machinery, equipment, and supplies |
| 423 840 60 1 | ☐ | Other industrial supplies |
| 771 000 00 1 | ☐ | Other kind of business - *Specify* |

0701

INFORMATION COPY
DO NOT USE TO REPORT

42329060

***CONTINUE ON PAGE 7***

**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

INFORMATION COPY
DO NOT USE TO REPORT

42329078

***CONTINUE ON PAGE 8***

**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

INFORMATION COPY
DO NOT USE TO REPORT

**D.** Estimate the percentage of this establishment's total sales (reported in 5, Item 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 % |

42329086

***CONTINUE ON PAGE 9***

**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

INFORMATION COPY
DO NOT USE TO REPORT

*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.** Hydraulic and pneumatic cylinders and rotary actuators | | | | |
| **a.** Hydraulic cylinders and rotary actuators . . . . . 12411 | | | | |
| **b.** Pneumatic cylinders and rotary actuators . . . . . 12412 | | | | |
| **c. Add lines 1a and 1b** . . . . . 12400 | | | | |

*CONTINUE WITH 22 ON PAGE 10*

42329094

***CONTINUE ON PAGE 10***

## 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 |
|---|---|---|---|---|---|
| **2.** Mechanical power transmission supplies | | | | | |
| **a.** Bearings and bushings | 12371 | | | | |
| **b.** Other mechanical power transmission supplies | 12372 | | | | |
| **c. Add lines 2a and 2b** | 12370 | | | | |
| **3.** Hydraulic and pneumatic pumps, motors, and parts | 12300 | | | | |
| **4.** Welding supplies, excluding gases | 12440 | | | | |
| **5.** General-purpose industrial machinery, equipment, and parts | | | | | |
| **a.** New pumps, compressors, and equipment, excluding hydraulic and pneumatic pumps | 12321 | | | | |
| **b.** New diesel engines, excluding automotive engines | 12323 | | | | |
| **c.** New controlling, recording, and indicating instruments and accessories | 12326 | | | | |
| **d.** New gasoline engines, motor parts, except electric motors, and engine electrical equipment, except auto and aircraft | 12325 | | | | |
| **e.** Other new general-purpose industrial machinery and equipment | 12327 | | | | |
| **f.** Used general-purpose industrial machinery and equipment | 12328 | | | | |
| **g.** Parts and supplies for general-purpose industrial machinery and equipment | 12329 | | | | |
| **h. Add lines 5a through 5g** | 12320 | | | | |
| **6.** Industrial containers and supplies, including drums and barrels | | | | | |
| **a.** New and reconditioned drums and barrels | 12451 | | | | |
| **b.** Bottles and bottlers' supplies | 12452 | | | | |
| **c.** Other industrial containers and supplies, including pallets and skids | 12454 | | | | |
| **d. Add lines 6a through 6c** | 12450 | | | | |

INFORMATION COPY
DO NOT USE TO REPORT

*CONTINUE WITH 22 ON PAGE 11*

***CONTINUE ON PAGE 11***

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

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

| Description of sales, shipments, receipts, or revenue | | 2012 Report thousands of dollars OR whole percents. Estimates are acceptable. $ Bil. | Mil. | Thou. | Percent |
|---|---|---|---|---|---|
| **7.** Industrial valves and fittings, excluding hydraulic valves and fittings | 12380 | | | | |
| **8.** Hydraulic and pneumatic valves | | | | | |
| **a.** Hydraulic valves | 12391 | | | | |
| **b.** Pneumatic valves | 2392 | | | | |
| **c. Add lines 8a and 8b** | 12390 | | | | |
| **9.** Hydraulic and pneumatic connectors and assemblies | | | | | |
| **a.** Hydraulic and pneumatic connectors | 12421 | | | | |
| **b.** Hydraulic and pneumatic assemblies | 12422 | | | | |
| **c. Add lines 9a and 9b** | 12420 | | | | |
| **10.** Other hydraulic and pneumatic accessories and parts | 12430 | | | | |
| **11.** Abrasives, strapping, tape, ink, and mechanical rubber goods | | | | | |
| **a.** Printing and duplicating inks | 12461 | | | | |
| **b.** Abrasives and abrasive materials | 12462 | | | | |
| **c.** Nylon, polyester, and synthetic rubber | 12463 | | | | |
| **d.** Mechanical rubber goods | 12464 | | | | |
| **e.** Strapping and tape | 12465 | | | | |
| **f.** Other industrial supplies | 12466 | | | | |
| **g. Add lines 11a through 11f** | 12460 | | | | |
| **12.** New and rebuilt automotive parts and supplies | 10200 | | | | |

INFORMATION COPY
DO NOT USE TO REPORT

*CONTINUE WITH 22 ON PAGE 12*

***CONTINUE ON PAGE 12***

42329110

**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 |
|---|---|---|---|---|---|
| **13.** Office equipment, excluding computers | 10900 | | | | |
| **14.** Surgical, medical, and hospital equipment and supplies | 11000 | | | | |
| **15.** Flat iron and steel products | 11120 | | | | |
| **16.** Iron and steel wire and wire products | 11140 | | | | |
| **17.** Iron and steel pipes and tubing | 11150 | | | | |
| **18.** Iron and steel bars, structural shapes, and bearing piles | 11160 | | | | |
| **19.** Electrical apparatus and equipment | 11400 | | | | |
| **20.** Electronic parts and equipment, excluding communications equipment | 11600 | | | | |
| **21.** Hardware | 11700 | | | | |
| **22.** Plumbing and hydronic heating equipment and supplies, including gas plumbing appliances, water heaters, and other water system components | 11800 | | | | |
| **23.** Forced-air heating and air-conditioning equipment and supplies | 11900 | | | | |
| **24.** Construction, forestry, and mining machinery and equipment, including parts and attachments | 12100 | | | | |
| **25.** Farm machinery, equipment, and parts | 12200 | | | | |
| **26.** Metalworking machinery, equipment, and parts | | | | | |
| **a.** Metalworking machinery and equipment | 12331 | | | | |
| **b.** Parts and supplies for metalworking machinery and equipment | 12332 | | | | |
| **c. Add lines 26a and 26b** | 12330 | | | | |
| **27.** Materials handling machinery, equipment, and parts | 12340 | | | | |
| **28.** Other industrial machinery, equipment, and parts | 12480 | | | | |

INFORMATION COPY
DO NOT USE TO REPORT

*CONTINUE WITH* **22** *ON PAGE 13*

***CONTINUE ON PAGE 13***

42329128

**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 |
|---|---|---|---|---|---|
| **29.** Marine machinery, equipment, and supplies | 12620 | | | | |
| **30.** Paper and plastic products | 13400 | | | | |
| **31.** Plastics materials and basic shapes | 15300 | | | | |
| **32.** Industrial gases, including welding gases | | | | | |
| **a.** Oxygen | 15321 | | | | |
| **b.** Acetylene and other welding gases | 15322 | | | | |
| **c.** Other industrial gases | 15323 | | | | |
| **d. Add lines 32a through 32c** | 15320 | | | | |
| **33.** Oil well, oil field, oil refinery, and pipeline machinery, equipment, and supplies | 12350 | | | | |
| **34.** Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum | 15330 | | | | |
| **35.** Paint, paint supplies, wallpaper, and wallpaper supplies | 16000 | | | | |
| **36.** Safety equipment | 13170 | | | | |
| **37.** Miscellaneous commodities - *Specify* | | | | | |
| **a.** | 19811 | | | | |
| **b.** | 19812 | | | | |
| **c.** | 19813 | | | | |
| **38.** Reconditioning of drums or barrels | 19750 | | | | |
| **39.** Rental and operating lease receipts | 19940 | | | | |

INFORMATION COPY
DO NOT USE TO REPORT

*CONTINUE WITH* **22** *ON PAGE 14*

***CONTINUE ON PAGE 14***

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

| Description of sales, shipments, receipts, or revenue | 2012 Report thousands of dollars OR whole percents. Estimates are acceptable. $ Bil. | Mil. | Thou. | Percent |
|---|---|---|---|---|
| **40.** 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 40a through 40c** . . . . . 19710 | | | | |
| **41.** **TOTAL** *(Should equal* **5** *line A, if reporting in dollars.)* . . . . 19990 | | | | 100 |

INFORMATION COPY
DO NOT USE TO REPORT

**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.

42329144

***CONTINUE ON PAGE 15***

**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 | |

INFORMATION COPY
DO NOT USE TO REPORT

### 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 | % |

*CONTINUE WITH 26 ON PAGE 16*

42329151

***CONTINUE ON PAGE 16***

**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**

INFORMATION COPY
DO NOT USE TO REPORT

| | 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.***

42329169