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

FORM
WH-42429 (10-27-2011)

2012 ECONOMIC CENSUS
Farm 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-42429

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*

42429019

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.)*

INFORMATION COPY
DO NOT USE TO REPORT

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

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	☐	

42429027

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.

42429035

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			

42429043

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

42429050

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

424 910 10 1	☐	Farm supplies, sold primarily to farmers for use in farm production
424 910 20 3	☐	Farm, garden, and horticultural supplies, sold primarily to retail or other wholesale establishments for resale
424 510 00 1	☐	Grain and field beans
423 820 10 1	☐	Farm machinery and equipment, sold primarily to farmers for use in farm production
423 820 20 2	☐	Farm, garden, and horticultural machinery and equipment, sold primarily to retail or other wholesale establishments for resale
424 930 00 1	☐	Flowers, plants, trees, nursery stock, and florists' supplies
424 690 20 2	☐	Chemicals and allied products
771 000 00 1	☐	Other kind of business — *Specify*

0701

INFORMATION COPY
DO NOT USE TO REPORT

42429068

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

19 ☐ Farm product assembler

17 ☐ Country grain elevator

15 ☐ Terminal grain elevator

11 ☐ Merchant wholesale distributor or jobber

14 ☐ Own-brand importer and marketer

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

INFORMATION COPY
DO NOT USE TO REPORT

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

42429076

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 %

42429084

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. Farm supplies				
a. Hay and straw 15811				
b. Poultry and livestock feeds, including silage, not mixed on location 15812				
c. Poultry and livestock feeds, including silage, mixed on location 15813				
d. Herbicides, soil sterilizers, and soil conditioners 15814				
e. Insecticides, fungicides, and pesticides 15815				
f. Other agricultural chemicals and fertilizers 15816				

CONTINUE WITH 22 ON PAGE 10

CONTINUE ON PAGE 10

42429092

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 supplies - Continued					
g. Seeds and bulbs for planting	15817				
h. Harness and saddlery equipment	15819				
i. Other farm supplies	15818				
j. Add lines 1a through 1i	15800				
2. Grains, beans, and seeds					
a. Corn, excluding corn grown for silage *(Report corn grown for silage on line 1b or line 1c.)*	14911				
b. Oats and barley	14912				
c. Wheat	14913				
d. Sorghum, excluding sorghum grown for silage *(Report sorghum for silage on line 1b or line 1c.)*	14914				
e. Soybeans	14915				
f. Seeds and other grains, beans, and rice	14916				
g. Add lines 2a through 2f	14900				
3. Lawn and garden machinery, equipment, and parts	12220				
4. Flowers, plants, trees, nursery stock, and florists' supplies, including artificial					
a. Fresh flowers and florists' supplies	16111				
b. Live trees, plants, and nursery stock	16112				
c. Artificial flowers, plants, and trees, including artificial Christmas trees	16113				
d. Add lines 4a through 4c	16110				
5. Grocery specialties, including pasta and breakfast cereals	14880				

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
6. Pet food	15060				
7. Pets and pet supplies	15050				
8. Hardware	11700				
9. Farm machinery, equipment, and parts	12200				
10. Other construction products and materials, including gutters, prefabricated buildings, and plastic and metal fence	10740				
11. Tires and tubes	10300				
12. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	15330				
13. Refined petroleum products, excluding liquefied petroleum (LP)	15400				
14. Miscellaneous commodities - *Specify*					
a.	19811				
b.	19812				
c.	19813				
15. Receipts from Commodity Credit Corporation	19910				
16. Receipts for harvesting, cleaning, shelling, and other farm product preparation services	19920				
17. Rental and operating lease receipts	19940				
18. Service receipts and labor charges, including installed parts	19700				
19. TOTAL *(Should equal* **5***, line A, if reporting in dollars.)*	19990				100

INFORMATION COPY
DO NOT USE TO REPORT

23 Not Applicable.

42429118

CONTINUE ON PAGE 12

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.

INFORMATION COPY
DO NOT USE TO REPORT

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. GOODS PURCHASED FROM FARMERS

Were 50 percent or more of the goods sold by this establishment in 2012 purchased directly from farmers?

1171 ☐ Yes

1172 ☐ No

CONTINUE WITH 26 ON PAGE 13

CONTINUE ON PAGE 13

42429126

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

26 SPECIAL INQUIRIES - Continued

C. 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	%

D. 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).*

INFORMATION COPY
DO NOT USE TO REPORT

1011 ☐ Yes - *Go to line 2*

1012 ☐ No - *Go to* **30**

	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 → FROM Month Year TO Month Year

Name of person to contact regarding this report	Title

Tele-phone	Area code	Number	Extension	Fax	Area code	Number

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.

42429134