



2002 ECONOMIC CENSUS

ELECTRONIC SHOPPING, VENDING OPERATORS, AND DIRECT SELLING

OMB No. 0607-0881: Approval Expires 06/30/2004

DUE DATE
FEBRUARY 12, 2003

Mail your completed form to:
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

RT-45401

Please read the accompanying information sheet(s) before answering the questions.

Need help or have questions about filling out this form?

Visit our Web site at www.census.gov/econhelp

Call 1-800-233-6136, between 8:00 a.m. and 8:00 p.m., Eastern time, Monday through Friday.

- OR -

Write to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

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 ink.
- Do not use pencil.
- Place an "X" inside the box.
- Please center numbers in their respective boxes. Examples:
- Do not put slashes through 0 or 7.

<input checked="" type="checkbox"/>	0	1	2	3	4	5	6	7	8	9
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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 MONTHS IN OPERATION

Number of months in operation during 2002 (If none, mark "X" and go to 29.) 0002

Mark "X" if None		2002	
		Number of months	

2 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown in the mailing address the same as the one used for this establishment on its latest 2002 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes 0022 No - Enter current EIN (9 digits) → 0025 -

3 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

0032 No - Enter physical location →

0035 Number and street		
<input type="text"/>		
0036 City, town, village, etc.	0037 State	0038 ZIP Code
<input type="text"/>	<input type="text"/>	<input type="text"/>

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

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

C. Type of municipality where this establishment is physically located

0046 City, village, or borough 0047 Town or township 0048 Other or do not know



45401015

HOW TO REPORT DOLLAR FIGURES

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

If a figure is **\$1,025,628.79**:

If a value is "0" (or less than \$500.00):

Report →

Report →

Mark "X" if None

2002			
\$ Bil.	Mil.	Thou.	Dol.
	1	0 2 6	

4 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

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

2002			
\$ Bil.	Mil.	Thou.	Dol.

5 E-COMMERCE SALES, SHIPMENTS, RECEIPTS, OR REVENUE

A. Did this establishment have any e-commerce sales and/or receipts in 2002? (E-commerce sales and/or receipts are sales of goods or services where an order is placed by the buyer, or price and terms of sale are negotiated, over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Payment may or may not be made online. Please see the information sheet(s) for further clarification.)

0181 Yes - Go to line B

0182 No - Go to **6**

B. E-commerce sales and/or receipts of this establishment (Include e-commerce sales and/or receipts in **4**. Include shipping and handling charges. Exclude sales taxes.) 0185

2002			
Estimates are acceptable			
\$ Bil.	Mil.	Thou.	Dol.

6 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 in the mailing address or corrected in **2**.

Exclude:

- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Temporary staffing obtained from a staffing service.

For further clarification, see information sheet(s).

Mark "X" if None

A. Number of employees for pay period including March 12 0320

2002	
Number	

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)

Mark "X" if None

1. Annual payroll 0300

2. First quarter payroll (January-March, 2002). 0310

2002		
\$ Mil.	Thou.	Dol.



45401023

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

7 LEASED EMPLOYMENT AND PAYROLL

A. Did this establishment have any full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN?

Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- 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.
- Employees already reported in **6**.

For further clarification, see information sheet(s).

0241 Yes - Go to line B

0242 No - Go to **13**

Mark "X" if None

2002		
Number		

B. Number of leased employees for pay period including March 12. 0370

C. Payroll for leased employees before deductions (Exclude employer's cost for fringe benefits.)

1. Annual payroll for leased employees 0350

2002		
\$ Mil.	Thou.	Dol.

2. First quarter payroll for leased employees (January-March, 2002) 0360

Mark "X" if None

2002		
\$ Mil.	Thou.	Dol.

8-17 Not Applicable.

18 KIND OF BUSINESS

Principal kind of business in 2002
(Mark "X" only ONE box.)

DIRECT SELLER (selling in a face-to-face manner away from a fixed location, such as house-to-house, party plan, or temporary kiosk sales) of:

- 0700
- 454 390 10 13 Furniture, homefurnishings, electronics, and appliances
 - 454 390 20 11 Books and magazines
 - 454 390 20 29 Newspapers
 - 454 390 20 37 Videos, tapes, compact discs, and records
 - 454 390 30 35 Stationery
 - 454 390 30 43 Freezer meat provisioner
 - 454 390 30 50 Home or frozen food plan, door-to-door delivery
 - 454 390 30 68 Other merchandise

ELECTRONIC SHOPPING:

- 454 110 62 19 Pharmacy
- 454 110 50 21 General merchandise

CONTINUE WITH **18** ON PAGE 4

CONTINUE ON PAGE 4

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18 KIND OF BUSINESS - Continued

ELECTRONIC SHOPPING: - Continued

- 0700 454 110 61 10 Computer hardware and/or software
- 454 110 63 18 Specialty merchandise
- 454 112 00 12 Electronic auction

MAIL-ORDER SHOPPING:

- 454 110 82 15 Pharmacy
- 454 110 70 35 General merchandise
- 454 110 81 16 Computer hardware and/or software
- 454 110 83 14 Specialty merchandise

OTHER KINDS OF BUSINESS:

- 454 110 70 27 Catalog store, including telephone order offices
- 454 110 40 16 Television order, home shopping
- 454 210 00 13 Merchandise vending machine operator
- 454 210 00 21 Cigarette vending machine operator
- 454 390 30 19 Bottled water distributor
- 454 390 30 27 Coffee service
- 722 330 00 18 Mobile food service, including ice cream, snacks, sandwiches, and meals distributed from trucks, carts, or other vehicles
- 722 310 00 12 Contract feeding/food service contractor
- 722 211 00 12 Pizza place, including delivery only locations
- 541 860 00 36 Direct mail advertising service
- 484 220 40 36 Home delivery agent for newspapers, delivery service only, not reseller
- 561 422 00 35 Telemarketing service, including selling, taking orders, soliciting information, etc. on a contract basis
- 713 990 50 33 Coin-operated amusement device operator, except slot machines, including video/pinball games, juke boxes, etc.
- 777 454 01 11 Customer service center
- 777 454 01 29 Distribution warehouse
- 772 000 00 12 Other kind of business - *Specify* ↴

0701



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20 METHOD OF SELLING

Principal method of selling in 2002
(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

21 Not Applicable.

HOW TO REPORT PERCENTS



If figure is **38.76%** of total sales:

Report whole percents

2002				
Estimates are acceptable. Report dollars OR percents.				
\$ Bil.	Mil.	Thou.	Dol.	Percent
				3 9

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report sales for each merchandise line sold by this establishment, either as a dollar figure or as a whole percent of total sales (reported in 4). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above.)

Description of sales, shipments, receipts, or revenue	Census use	2002								
		Estimates are acceptable. Report dollars OR percents.								
		\$ Bil.	Mil.	Thou.	Dol.	Percent				
0723	0720	0721								0722
1. Women's, juniors', and misses' wear (Report girls', infants', and toddlers' wear on line 3 and footwear on line 4.)	20220									
2. Men's wear (Report boys' wear on line 3 and footwear on line 4.)	20200									
3. Children's wear, including boys' (sizes 2 to 7 and 8 to 20), girls' (sizes 4 to 6x and 7 to 14), and infants' and toddlers' clothing and accessories (Report footwear on line 4.)	20240									
4. Footwear, including accessories	20260									
5. Curtains, draperies, blinds, slipcovers, bed and table coverings	20280									
6. Sewing, knitting, needlework goods, including fabrics, patterns, sewing supplies, notions, yarns, laces, trimmings, needlework kits, etc.	20270									
7. Kitchenware and homefurnishings, including cookware, cooking accessories, dinnerware, glassware, giftware, decorative accessories, clocks, mirrors, closet and bathroom accessories, etc.	20380									

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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	Census use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
8. Major household appliances, including vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwave ovens, clothes washers and dryers, trash compactors, etc.	20300					
9. Small electric appliances, including mixers; blenders; can openers; toasters; coffee makers; frypans; and personal care appliances, such as hair dryers, curling irons, shavers, etc.	20310					
10. Audio equipment, musical instruments, radios, stereos, compact discs, records, tapes, audio tape books, sheet music, accessories						
a. Audio equipment, components, parts, accessories, including radios, stereos, tape recorders and players, compact disc players, and other sound reinforcement and recording equipment	20331					
b. Records, tapes, audio tape books, and compact discs	20335					
c. Musical instruments, sheet music, and related items	20337					
d. Sum lines 10a through 10c	20330					
11. Computer hardware, software, and supplies, including computer game software (Report computer-related furniture on line 15. Report calculators and office equipment, such as adding machines, copiers, fax machines, etc., on line 12. Report office supplies on line 13. Report electronic games and electronic game devices on line 26b. Report electronic game/DVD combination devices on line 14b.)						
a. Computer and peripheral equipment	20375					
b. Prepackaged (off-the-shelf) computer software (Report electronic games and electronic game devices on line 26b. Report electronic game/DVD combination devices on line 14b.)	20376					
c. Sum lines 11a and 11b	20370					
12. Office equipment, including fax machines, dictaphones, copying machines, calculating machines, etc. (Report office supplies on line 13.)	20854					
13. Office and school supplies	20853					
14. Televisions, video recorders, video cameras, video tapes, DVDs, etc., including electronic game/DVD combination devices, parts, and accessories (Report electronic games and electronic game devices on line 26b. Report computer game software on line 11b.)						
a. Televisions	20321					
b. Video recorders, cameras, tapes, DVDs, and electronic game/DVD combination devices (Report electronic games and electronic game devices on line 26b. Report receipts from video tape and DVD rental on line 46b. Report computer game software on line 11b.)	20324					
c. Sum lines 14a and 14b	20320					
15. Furniture, sleep equipment	20340					

CONTINUE WITH **23** ON PAGE 8

CONTINUE ON PAGE 8

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

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
16. Flooring and floor coverings	20360					
17. Groceries and other food items for human consumption off the premises, including candy, gum, packaged snacks, etc. (Report vitamins on line 20c and pet food on line 44.)						
a. Bottled, canned, or packaged soft drinks	20108					
b. All other foods, including dry groceries, canned and bottled foods, candy, packaged snacks, bakery products, etc. (Report fruit and gourmet food baskets on line 37.)	20113					
c. Sum lines 17a and 17b	20100					
18. Meals, unpackaged snacks, sandwiches, unpackaged ice cream and yogurt, bakery items, and nonalcoholic beverages generally served for immediate consumption	20120					
19. Packaged liquor, wine, and beer	20140					
20. Drugs, health aids, beauty aids, including cosmetics						
a. Prescriptions	20161					
b. Nonprescription medicines	20162					
c. Vitamins, minerals, and other dietary supplements	20163					
d. Health aids, including first-aid products; foot products; prescription accessories; eye/contact lens care products; convalescent aids; orthopedic equipment, except shoes; and artificial limbs (Report first-aid and footcare nonprescription medicines on line 20b. Report orthopedic shoes on line 4.)	20164					
e. Cosmetics, including face cream, make-up, perfumes and colognes, etc.	20165					
f. Other hygiene needs, including deodorants; hair and shaving products; oral, feminine, and baby hygiene needs; hand products; etc.	20166					
g. Hearing aids and supplies	20167					
h. Sum lines 20a through 20g	20160					
21. Cigars, cigarettes, tobacco, and smokers' accessories, excluding sales from vending machines operated by others	20150					
22. Soaps, detergents, and household cleaners	20180					
23. Paper and related products, including paper towels, toilet tissue, wraps, bags, foils, etc. (Report stationery products on line 30 and computer printer paper on line 31.)	20190					
24. Jewelry, including watches, watch attachments, novelty jewelry, etc. (Report flatware and holloware on line 7.)	20400					
25. Photographic equipment and supplies (Report photofinishing on line 46b.)	20440					

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CONTINUE ON PAGE 9

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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	Census use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
26. Toys, hobby goods, and games, including video and electronic games, electronic game devices, and wheel goods, except bicycles (Report bicycles on line 42b. Report computer game software on line 11b. Report electronic game/DVD combination devices on line 14b.)						
a. Toys, including wheel goods	20461					
b. Games, including video and electronic games (Report computer game software on line 11b. Report electronic game/DVD combination devices on line 14b.)	20462					
c. Hobby goods	20463					
d. Sum lines 26a through 26c	20460					
27. Optical goods, including eyeglasses, contact lenses, sunglasses, etc.	20490					
28. Books (Report audio tape books on line 10b and comic books on line 29.)	20420					
29. Magazines and newspapers	20856					
30. Stationery products, including stationery, tablets, pads, and related products	20851					
31. Office paper, including computer printer, copier, fax, and typewriter cut sheet paper	20852					
32. Greeting cards	20855					
33. Luggage and leather goods (Report men's and women's small leather apparel accessories on line 2 or 1.)	20859					
34. Antiques, items over 100 years old	20861					
35. Collectibles, including items which are old, but less than 100 years old, and limited in supply	20862					
36. Art goods, including original pictures and sculptures (Report artists' supplies on line 45 and reproductions on line 7.)	20863					
37. Souvenirs and novelty items	20877					
38. Artificial/silk flowers, plants, and trees	20879					
39. Dimensional lumber and other building/structural materials and supplies, including heating stoves and prefabricated fireplaces (Report stand-alone air-conditioners and other major appliances on line 8 and portable electric heaters and other small appliances on line 9.)	20640					
40. Hardware, tools, and plumbing and electrical supplies	20600					
41. Lawn, garden, and farm equipment and supplies; cut flowers; plants and shrubs; fertilizers; etc.	20620					

CONTINUE WITH 22 ON PAGE 10

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

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
42. Sporting goods						
a. Boats, motors, parts and accessories	20519					
b. All other sporting goods, including bicycles, snowmobiles, go-carts, parts and accessories, etc.	20522					
c. Sum lines 42a and 42b	20500					
43. Automotive tires, batteries, parts, accessories	20740					
44. Pets, pet foods, and pet supplies	20800					
45. All other merchandise (Report receipts for services on line 46.) Specify principal lines and estimated sales below	29810					
a. _____	29811					
b. _____	29812					
c. _____	29813					
46. All nonmerchandise receipts, including all receipts from customers for parts installed in repair, direct mail advertising, insurance premiums, investments, securities, delivery charges, and other services provided to customers EXCLUDING SALES AND OTHER TAXES						
a. Receipts from coin-operated amusement machines, excluding receipts from coin-operated machines operated by others	29913					
b. All other nonmerchandise receipts	29967					
c. Sum lines 46a and 46b	29900					
47. TOTAL (Should equal 4 if reporting in dollars.)	29990					1 0 0

23 Not Applicable.

24 SHIPPING AND HANDLING

A. Did this establishment have any receipts from customers for shipping and handling of merchandise in 2002?

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

C. Are receipts for shipping and handling included in sales and receipts (reported in **4**)?

0988 Yes

0989 No

2002			
Estimates are acceptable			
\$ Bil.	Mil.	Thou.	Dol.

25 Not Applicable.



45401106

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

26 SPECIAL INQUIRIES

VENDING MACHINE

Mark "X" if None

1. Percentage of this establishment's sales and receipts (reported in **4**) derived from merchandise vending machines SERVICED BY THIS ESTABLISHMENT 2370

2002	
Whole percent of sales and receipts	
	%

2. Percentage of total sales and receipts (reported in **4**) derived from the sale of the following items through merchandise vending machines

a. Tobacco 2371

b. Meals and snacks. 2372

c. Beverages (soft drinks, milk, coffee, tea, etc.). 2373

d. Other merchandise (nonedible) 2374

e. **TOTAL** (Sum of lines 2a through 2d should equal percentage reported on line 1) 2375

2002	
Whole percent of sales and receipts	
	%
	%
	%
	%

27 Not Applicable.



45401114

28 ESTABLISHMENT ACTIVITIES

A. Indicate activities that were performed by this establishment or were performed for this establishment by another company during 2002.
(Mark "X" ALL that apply.)

	This activity was performed by this establishment	This activity was performed for this establishment by another company	This activity was not provided by this establishment
1. Product Development			
a. Product design/engineering	0921 <input type="checkbox"/>	0941 <input type="checkbox"/>	0961 <input type="checkbox"/>
b. Materials fabrication/processing/assembly/blending	0922 <input type="checkbox"/>	0942 <input type="checkbox"/>	0962 <input type="checkbox"/>
2. Order Fulfillment			
a. Bundling or kitting (combining multiple items into a prepackaged product)	0923 <input type="checkbox"/>	0943 <input type="checkbox"/>	0963 <input type="checkbox"/>
b. Pick and pack (taking goods from inventory and packaging them to fill orders)	0924 <input type="checkbox"/>	0944 <input type="checkbox"/>	0964 <input type="checkbox"/>
c. Warehousing	0925 <input type="checkbox"/>	0945 <input type="checkbox"/>	0965 <input type="checkbox"/>
d. Breaking bulk (reducing large shipments into smaller portions for customers)	0926 <input type="checkbox"/>	0946 <input type="checkbox"/>	0966 <input type="checkbox"/>
e. Local delivery (within a city, town, or other local area, including adjoining towns and suburban areas)	0927 <input type="checkbox"/>	0947 <input type="checkbox"/>	0967 <input type="checkbox"/>
f. Long distance delivery (beyond local areas and commercial zones)	0928 <input type="checkbox"/>	0948 <input type="checkbox"/>	0968 <input type="checkbox"/>
g. Less than truckload	0929 <input type="checkbox"/>	0949 <input type="checkbox"/>	0969 <input type="checkbox"/>
3. Other Services			
a. Customs brokerage (providing the services of a licensed customs broker).	0930 <input type="checkbox"/>	0950 <input type="checkbox"/>	0970 <input type="checkbox"/>
b. Logistics consulting (providing advice and expertise)	0931 <input type="checkbox"/>	0951 <input type="checkbox"/>	0971 <input type="checkbox"/>
c. Processing of returned merchandise	0932 <input type="checkbox"/>	0952 <input type="checkbox"/>	0972 <input type="checkbox"/>

B. During 2002 did this establishment:

- 1. Manage inventory owned by this establishment AND held at this location? . . . 0936 Yes 0937 No
- 2. Manage inventory owned by this establishment BUT held at a customer's location? 0956 Yes 0957 No
- 3. Manage inventory owned by another company BUT held at this location? 0976 Yes 0977 No
- 4. Manage inventory owned by another company AND held somewhere other than at this location? 0994 Yes 0995 No



45401122

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

29 OPERATIONAL STATUS

Activity that best describes this establishment's status at the end of 2002
(Mark "X" only ONE box.)

0011 <input type="checkbox"/> In operation	0014 <input type="checkbox"/> Ceased operation - Give date at right →	0018	Month	Day	Year
0013 <input type="checkbox"/> Temporarily or seasonally inactive	0015 <input type="checkbox"/> Sold or leased to another operator - Give date at right AND enter new name and mailing address below ↴				

0060 Name of new owner or operator	0061 Employer Identification Number				
	Enter EIN of new owner (9 digits) →			-	
0062 Mailing address (number and street, P.O. Box, etc.)					
0063 City, town, village, etc.	0064 State	0065 ZIP Code			
				-	

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?

0078 <input type="checkbox"/> Yes	0079 <input type="checkbox"/> No - Enter time period covered →	FROM	Month	Year	TO	Month	Year
		0070			0071		

0072 Name of person to contact regarding this report	0073 Title

Telephone	Area code	Number	Extension	Fax	Area code	Number
0074		-		0075		-

0076 Internet e-mail address	Date completed	Month	Day	Year
	0069			

Thank you for completing your 2002 Economic Census form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

45401130