



1997 ECONOMIC CENSUS

BUILDING MATERIALS AND SUPPLIES DEALERS

DUE DATE ▶ **FEBRUARY 12, 1998**

If you have questions about completing this report, please call or write the Census Bureau. In any communication, be sure to refer to the 11-digit Census File Number (CFN) printed in the label to the right. Please return your completed report to:

BUREAU OF THE CENSUS
1201 East 10th Street
Jeffersonville, IN 47134-0001

Toll-free assistance, 8:00 a.m. to 8:00 p.m., eastern time, Monday through Friday:

1-800-233-6136

RT-5201

RT

Please read the accompanying instructions before answering the questions.

Census use

(Please correct any errors in name, address, and ZIP Code.)

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 Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by Census Bureau employees and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

Item 1. EMPLOYER IDENTIFICATION NUMBER
Is the Employer Identification Number (EIN) shown in the label the same as the one used for this establishment on its latest 1997 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 1 Yes 2 No – Report current EIN below

(9 digits) _____

Item 2. PHYSICAL LOCATION

a. Is this establishment's physical location the same as the address shown in the label? (P.O. box and rural route addresses are not physical locations)

093 1 Yes 2 No – Report physical location below

Number and street _____

City, town, village, etc. _____

State _____

ZIP Code _____

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

095 1 Yes 3 No legal boundaries
2 No 4 Do not know

c. In what type of municipality is this establishment physically located?

096 1 City, village, or borough
2 Town or township
3 Other – Specify _____
4 Do not know

d. In what county (e.g., Dade County) is this establishment physically located?

Item 3. OPERATIONAL STATUS Number of months

a. How many months during 1997 was this establishment actively operated?

002 _____

b. Which of the following best describes this establishment's status at the end of 1997? Mark (X) only ONE box.

001 1 In operation
2 Temporarily or seasonally inactive
3 Ceased operation – Give date at right
4 Sold or leased to another operator – Give date at right AND enter name, etc., below

Figures only

Month Year

Name of new owner or operator _____

Number and street _____

City _____

State _____

ZIP Code _____

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be rounded to thousands of dollars.
Example: If a figure is \$1,125,628.79 • Preferred report

| Mil- lions (000) | Thou- sands (000) | Dol- lars (000) |
|------------------------|-------------------------|-----------------------|
| 1 | 126 | |
| 1 | 125 | 629 |

Item 4. DOLLAR VOLUME OF BUSINESS

Sales of merchandise and other operating receipts for 1997 (Exclude sales or other taxes collected)

Mil. Thou. Dol.

010

Item 5. PAYROLL
Payroll in 1997, BEFORE DEDUCTIONS

Mil. Thou. Dol.

030

a. Annual

031

b. First quarter (January–March)

Item 6. EMPLOYMENT

Number

Number of paid employees for pay period including March 12, 1997 (Include both full- and part-time employees)

032

Item 7. KIND OF BUSINESS AND SELLING CHARACTERISTICS

a. Kind of business

What was this establishment's PRINCIPAL kind of business in 1997? Mark (X) only ONE box.

070

Hardware store 5251001

Home improvement center 5211201

Retail lumber yard 5211401

Paint and wallpaper store or dealer 5231101

Flat glass and other construction glass dealer 5231201

Flooring or floor coverings store or dealer 5713001

Metal storm door and window store or dealer 5211501

Plywood, veneer, and millwork dealer 5211502

Electrical supplies store or dealer (including ceiling fan/light fixture store) 5063081

Heating and plumbing equipment and supplies store or dealer 5074081

Other specialized building materials store or dealer (e.g., brick, cabinets to be installed, ceramic tile, cinder block, fencing, prefabricated buildings, roofing, sand and gravel, siding, wall board, etc.) – Describe 5211503

ITEM 7 CONTINUED ON PAGE 2

Item 7. KIND OF BUSINESS AND SELLING CHARACTERISTICS – Continued

a. Kind of business – Continued

Farm supplies store or dealer 5191181
 Farm machinery and equipment store or dealer 5083101

Outdoor power equipment store or dealer (lawnmowers, chainsaws, etc.) 5261101
 Retail nursery 5261201
 Florist 5992001
 Landscape counseling and planning 0781001
 Lawn and garden service 0782001
 Ready-mixed concrete distributor 3273001

Construction contractor – general or trade (e.g., heating, plumbing, electrical, painting, etc.) – Describe 1700001

Manufactured (mobile) home dealer 5271001
 Other kind of business – Describe 7777777

b. Selling characteristics

1. In what format did this establishment PRIMARILY sell in 1997? Mark (X) only ONE box.

068

From physical displays of priced merchandise 1
 From a counter (little or no display) 2
 From a warehouse or office 3
 Other – Describe 4

2. How did this establishment PRIMARILY attract new customers in 1997? Mark (X) only ONE box.

069

Location and store attractiveness 1
 Advertising to the general public, including direct mail advertising 2
 Advertising to the trade or calls directly to customers 3
 Other – Describe 4

Item 8. METHOD OF SELLING

What was this establishment's PRINCIPAL method of selling in 1997? Mark (X) only ONE box.

235

Selling at this establishment 1
 Mail order (include catalog selling and home shopping via television or computer) 2
 Telemarketing 3
 Direct selling (include selling from house-to-house and nonfixed or temporary locations) 4
 Operating merchandise vending machines 5

Item 9. CLASS OF CUSTOMER

Report the percentage of this establishment's total sales in 1997 (item 4) to each class of customer.

| | Whole percent of sales |
|---|------------------------|
| a. General public (household consumers and individuals) | 237 |
| b. Builders and contractors | 238 |
| c. Retailers and wholesalers for resale | 236 |
| d. Other, including institutional, industrial, commercial, professional, and farm users (for use in farm production); and government | 240 |

Item 10. MERCHANDISE LINES

Report sales for each merchandise line sold by this establishment, either as a dollar figure or as a whole percent of total sales. (See HOW TO REPORT DOLLAR FIGURES on page 1 and HOW TO REPORT PERCENTS below)

| HOW TO REPORT PERCENTS | If figure is 38.76% of total sales: • Report whole percents Not acceptable | Mil. | Thou. | Dol. | Per-cent |
|--|--|---|-------|------|----------|
| | | | | | 39 |
| | | | | | 38.76 |
| Merchandise lines | | ESTIMATES are acceptable. Report dollars OR percents. | | | |
| | Census use | Mil. | Thou. | Dol. | Per-cent |
| 1. Dimensional lumber and other building/structural materials and supplies (Report major appliances on line 9, portable electric heaters and other small appliances on line 10, and paint and sundries on line 2. Report the sale of materials installed by this establishment in construction, renovation, or repair on line 25a.) | 230 | 231 | | | 232 |
| a. Dimensional lumber (nontreated) | 0641 | | | | |
| b. Treated lumber | 0642 | | | | |
| c. Boards, all grades (Report gypsum, specialty boards, and treatments on line 1d) | 0643 | | | | |
| d. Gypsum, specialty boards, and treatments (include plaster, tape, and joint compounds) | 0644 | | | | |
| e. Engineered wood products (Glu-lam, laminated veneer lumber (LVL), wood I-joists, etc.) | 0645 | | | | |
| f. Structural panels (softwood plywood, oriented strand board (OSB)) | 0646 | | | | |
| g. Other panel products (hardwood plywood, waferboard, particle board/sanded/specialty plywood) | 0647 | | | | |
| h. Building components (Include floor trusses, roof trusses, framed wall panels, etc. Report flooring and floor coverings on line 6.) | 0648 | | | | |
| i. Connectors (joist hangers, tie-downs, etc.) | 0649 | | | | |
| j. Steel studs | 0651 | | | | |
| k. Doors and moulding (include interior/exterior pre-hung or slab doors, garage doors, mouldings and jambs) | 0652 | | | | |
| l. Windows and patio doors (wood or wood clad, vinyl, aluminum, or other) | 0653 | | | | |
| m. Glass (Report glassware on line 7) | 0654 | | | | |
| n. Masonry supplies (include cement, lime, plaster, brick, etc.) | 0655 | | | | |
| o. Insulation (all types) and weatherization products | 0656 | | | | |
| p. Siding, exterior trim, and soffit | 0657 | | | | |
| q. Roofing (all types) | 0658 | | | | |
| r. Ceilings and ceiling systems | 0659 | | | | |
| s. Kitchen and bath cabinets and countertops (include bathroom vanities and vanity tops, medicine cabinets, etc.) | 0661 | | | | |

ITEM 10 CONTINUED ON PAGE 3

If not shown, please enter your 11-digit Census File Number from the address label on page 1

Census File Number

RT

| Item 10. MERCHANDISE LINES – Continued | | | | | Item 10. MERCHANDISE LINES – Continued | | | | | | |
|---|-------------|---|-------|------|--|-------------------|------------|---|-------|------|----------|
| Merchandise lines | Census use | ESTIMATES are acceptable. Report dollars OR percents. | | | | Merchandise lines | Census use | ESTIMATES are acceptable. Report dollars OR percents. | | | |
| | | Mil. | Thou. | Dol. | Per-cent | | | Mil. | Thou. | Dol. | Per-cent |
| 1. Dimensional lumber and other building/structural materials and supplies – Continued | | | | | | | | | | | |
| t. Heating and HVAC units, ductwork, heating stoves (wood, kerosene, oil), and prefabricated fireplaces (Report stand-alone air-conditioners on line 9) | 0662 | | | | | | | | | | |
| u. All other building/structural materials and supplies | 0663 | | | | | | | | | | |
| v. Sum of lines 1a through 1u | 0640 | | | | | | | | | | |
| 2. Paint and sundries | | | | | 6. Flooring and floor coverings | | | | | | |
| a. Interior paint | 0673 | | | | a. Soft-surface (textile) floor coverings and accessories | 0361 | | | | | |
| b. Exterior paint | 0674 | | | | b. Hardwood flooring | 0363 | | | | | |
| c. Stain, varnish, shellac, and other coatings | 0675 | | | | c. Other hard-surface floor coverings and accessories (include tile and sheet goods) | 0364 | | | | | |
| d. Painting equipment (include tools, brushes, scrapers, etc.) | 0676 | | | | d. Sum of lines 6a through 6c | 0360 | | | | | |
| e. Painting supplies (include compounds and other consumable materials) | 0677 | | | | 7. Kitchenware and homefurnishings (include cookware, dinnerware, clocks, pictures, frames, mirrors, bathroom accessories, etc.) | 0380 | | | | | |
| f. Sum of lines 2a through 2e | 0670 | | | | 8. Curtains, draperies, blinds, slipcovers, bed and table coverings | | | | | | |
| 3. Wallpaper and other flexible wallcoverings | 0690 | | | | a. Curtains and draperies | 0281 | | | | | |
| 4. Hardware, tools, and plumbing and electrical supplies | | | | | b. Vertical and horizontal blinds and woven wood blinds | 0282 | | | | | |
| a. Hardware | 0601 | | | | c. Furniture coverings and domestics | 0285 | | | | | |
| b. Tools and equipment (Include hand tools, portable electric power tools, power air tools, stationary/benchtop power tools, accessories (blades, bits, etc.), ladders, and scaffolding. Report outdoor power equipment on line 5f or 5g.) | 0602 | | | | d. Sum of lines 8a through 8c | 0280 | | | | | |
| c. Plumbing fixtures and supplies | 0603 | | | | 9. Major household appliances (include vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwave ovens, clothes washers and dryers, trash compactors, etc.) | 0300 | | | | | |
| d. Electrical supplies (Include lighting fixtures, light bulbs, ceiling fans, wiring, boxes, devices, etc. Report lamps on line 7.) | 0604 | | | | 10. Small electric appliances (include mixers; blenders; can openers; toasters; coffee makers; frypans; and personal care appliances, such as hair dryers, curling irons, shavers, etc.) | 0310 | | | | | |
| e. Sum of lines 4a through 4d | 0600 | | | | 11. Furniture (include outdoor/patio furniture) | 0340 | | | | | |
| 5. Lawn, garden, and farm equipment and supplies; cut flowers; plants and shrubs; fertilizers; etc. | | | | | 12. TV's, video recorders, video cameras, video tapes, etc. (include parts and accessories) | 0320 | | | | | |
| a. Cut flowers | 0621 | | | | 13. Audio equipment, musical instruments, radios, stereos, compact discs, records, tapes, sheet music, accessories (include audio tape books) | 0330 | | | | | |
| b. Indoor potted plants and floral items | 0626 | | | | 14. Groceries and other food items for human consumption off the premises | 0100 | | | | | |
| c. Outdoor nursery stock (include trees, shrubs, bedding plants, bulbs, sod, seeds, etc.) | 0627 | | | | 15. Toys, hobby goods, and games | 0460 | | | | | |
| d. Fertilizer, lime, chemicals, and other soil treatments | 0628 | | | | 16. Sporting goods (include saddlery) | 0500 | | | | | |
| e. Lawn and garden tools | 0631 | | | | 17. Men's wear (Report boys' wear on line 24 and footwear on line 18) | 0200 | | | | | |
| f. Lawn and garden machinery, equipment, and parts | 0636 | | | | 18. Footwear (include accessories) | 0260 | | | | | |
| g. Farm machinery, equipment, and parts | 0637 | | | | 19. Household fuels (oil, LP gas, wood, coal) | 0780 | | | | | |
| h. All other lawn and garden supplies (include fencing) | 0639 | | | | 20. Automotive tires, batteries, parts, accessories | 0740 | | | | | |
| i. All other farm supplies (Report saddlery on line 16) | 0638 | | | | 21. Automotive fuels | 0720 | | | | | |
| j. Sum of lines 5a through 5i | 0620 | | | | 22. Automotive lubricants (oil, greases, etc.) | 0730 | | | | | |
| | | | | | 23. Manufactured (mobile) homes | 0680 | | | | | |

ITEM 10 CONTINUED ON PAGE 4

| Item 10. MERCHANDISE LINES - Continued | | | | | |
|---|--------------------|--|-------|------|--------------|
| Merchandise lines | Cen- sus use | ESTIMATES are acceptable. Report dollars OR percents. | | | |
| | | Mil. | Thou. | Dol. | Per- cent |
| 24. All other merchandise (Report receipts for services on line 25) | 9810 | | | | |
| <i>Specify principal lines and estimated sales below</i> | | | | | |
| a. 076 | 9811 | | | | |
| b. 077 | 9812 | | | | |
| c. 078 | 9813 | | | | |
| 25. All nonmerchandise receipts (include receipts from rentals, storage, and other services provided to customers) EXCLUDING SALES AND OTHER TAXES | | | | | |
| a. Construction receipts (Include material and labor charges for adding rooms, installing windows, building fences, rebuilding furnaces, reroofing, etc., for work done by employees of this establishment. Report receipts for work done by hired subcontractors on line 25c.) | 9901 | | | | |
| b. Repair and maintenance receipts (Include material and labor charges for property upkeep such as landscaping, lawn service, painting, furnace cleaning, furnace repair, roof repair, etc., performed by employees of this establishment. Report receipts for work done by hired subcontractors on line 25c.) | 9902 | | | | |
| c. All other nonmerchandise receipts (include charges for delivery, storage, rental or lease of tools and equipment, etc.) | 9946 | | | | |
| d. Sum of lines 25a through 25c | 9900 | | | | |
| 26. TOTAL (Should equal item 4 if reporting in dollars) | 9990 | | | | 100% |

Item 11. Not applicable to this report

Item 12. Not applicable to this report

Item 13. LEGAL FORM OF ORGANIZATION

Which of the following best describes this establishment's legal form of organization during 1997? Mark (X) only ONE box.

003 1 Individual owner (sole proprietorship)

2 Partnership

3 Cooperative association (taxable)

4 Cooperative association (tax-exempt)

5 Government - Specify _____

0 Corporation (Do not mark if any form of cooperative association)

9 Other - Specify _____

Item 14. OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION

a. Is the FIRST DIGIT of your Census File Number (shown in the address label immediately after "CFN") a zero?

1 Yes - Complete this item

2 No - Skip to item 15

b. Is this company owned or controlled by another company?

097 1 Yes →

2 No

Enter name, address, and EIN of the owning or controlling company

EIN (9 digits) _____

c. Does this company own or control any other company or companies?

098 1 Yes →

2 No

Enter name, address, and EIN of the owned or controlled company

EIN (9 digits) _____

Item 14. OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION - Continued

d. How many establishments operated under the Employer Identification Number shown in the label (or as corrected in item 1) AT THE END of 1997? Number 079

If more than one, provide the **physical location** address and other information indicated below for each establishment. The headquarters location should be first, followed by all other locations. If more room is needed, continue in the same format in REMARKS or on a separate sheet of paper.

Estimates are acceptable if book figures are not available.

| 1 | Name | 1997 | Mil. | Thou. | Dol. |
|---|------------------------------|-----------------------|------|-------|------|
| | | | | | |
| | Number and street | 081 | | | |
| | City State ZIP Code | 082 | | | |
| | Kind-of-business description | 083 | | | |
| | | Census use 088 | | | |

| 2 | Name | 1997 | Mil. | Thou. | Dol. |
|---|------------------------------|-----------------------|------|-------|------|
| | | | | | |
| | Number and street | 081 | | | |
| | City State ZIP Code | 082 | | | |
| | Kind-of-business description | 083 | | | |
| | | Census use 088 | | | |

| 3 | Name | 1997 | Mil. | Thou. | Dol. |
|---|------------------------------|-----------------------|------|-------|------|
| | | | | | |
| | Number and street | 081 | | | |
| | City State ZIP Code | 082 | | | |
| | Kind-of-business description | 083 | | | |
| | | Census use 088 | | | |

REMARKS - Please use this space for any explanations that may be essential in understanding your reported data.

Item 15. CERTIFICATION - This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report FROM: Mo. Year TO: Mo. Year

Name of person to contact regarding this report - Print or type

Title

Telephone Area code Number Extension

Signature of authorized person Date