



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

WH-5051

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)

HOW TO REPORT DOLLAR FIGURES	Bil- lions (000)	Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
Dollar figures should be rounded to thousands of dollars. Example: If a figure is \$1,125,628.79 report				
• Preferred		1	126	
Acceptable		1	125	629

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

Item 4. DOLLAR VOLUME OF BUSINESS

	Bil.	Mil.	Thou.	Dol.
010				
a. Sales and operating receipts for 1997 (Include the gross selling value of business conducted for others)				
b. Did this establishment earn commissions for the sale of merchandise?	121	1 <input type="checkbox"/> Yes - Go to line c	2 <input type="checkbox"/> No - Skip to line e	
c. Gross selling value of business conducted on a commission basis (Include in item 4a)	122			
d. Commissions received (On transactions reported in item 4c)	123			

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?

NOTE - If this is the only establishment of this firm skip to item 5

e. Percent of products sold by this establishment manufactured or mined in the United States by your company or subsidiaries

124 %

f. Value of transfers to other establishments within your company (DO NOT include in item 4a)

	Mil.	Thou.	Dol.
125			

Item 3. OPERATIONAL STATUS

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

Item 5. PAYROLL

Payroll in 1997, BEFORE DEDUCTIONS

	Mil.	Thou.	Dol.
a. Annual	030		
b. First quarter (January-March)	031		

Item 6. EMPLOYMENT

	Number
a. Number of paid employees for pay period including March 12, 1997 (Include both full- and part-time employees)	032
b. List the above employees by the employee's primary function:	131
(1) Selling	
(2) Sales support (including office and clerical, warehousing, customer service, maintenance employees, and drivers)	132
(3) Supporting functions of other establishments in your company (i.e., central administrative, accounting, research, etc.)	133
(4) Manufacturing	134
(5) Other - Specify	135

NOTE - The sum of lines 1 through 5 should equal total employment

WH

Item 7. OPERATING EXPENSES Mil. Thou. Dol.
 Operating expenses for 1997 (Include payroll, but exclude cost of goods sold and interest expense) 040

Item 8. INVENTORIES

a. Did you have inventories at the end of 1996 or 1997?

180 1 Yes - Complete the remainder of the item
 2 No - Skip to item 9

b. Were inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

185 1 Yes - Use the sum of the LIFO amount plus the LIFO reserve for lines c and c(2)
 2 No - Complete only line c

	End of 1997			End of 1996		
	Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
c. Total inventories	046			047		
(1) Amount not subject to LIFO costing	181			186		
(2) Amount subject to LIFO costing (gross)	182			187		
(a) Amount of the LIFO reserve	183			188		
(b) LIFO value of the line c(2) (net)	184			189		

**NOTE - The sum of lines c(1) and c(2) should equal line c
 The sum of lines c(2a) and c(2b) should equal line c(2)**

Item 9. TOTAL PURCHASES OF MERCHANDISE IN 1997 PURCHASES AT COST VALUE

	Bil.	Mil.	Thou.	Dol.
	Purchases of merchandise for resale (Net of returns, allowances, and trade and cash discounts; but including amounts allowed for trade-ins)	160		

NOTE - If purchases are greater than sales, please provide an explanation in the REMARKS section

Item 10. SALES BY CLASS OF CUSTOMER Whole percent of sales

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

a. Export sales	141
b. Restaurants, hotels, food services, and contract feeding	142
c. Retailers and repair shops for resale or repair	143
d. Other wholesale establishments for resale	144
e. Industrial users for production (manufacturing and mining)	145
f. Business users for consumption, not for resale	146
g. Farmers (for farm use)	147
h. Household consumers and individual users	148
i. Builders and contractors	149
j. Governmental bodies (Federal, State, and local)	150
k. TOTAL (Sum of lines a through j should total 100%)	100%

Item 11. 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.

(1) Metals service centers and offices 070

(a) Ferrous metals service center (with inventory) 505111
 (b) Ferrous metals sales office (without inventory) 505112
 (c) Nonferrous metals service center (with inventory) 505121
 (d) Nonferrous metals sales office (without inventory) 505122

(2) Toll processor (processing metals owned by others on a fee basis) 738997

(3) Other kind of business - Specify 777777

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

c. What percent of your sales are drop-shipped and do not enter this establishment? Percent

111

%

Item 12. TYPE OF OPERATION

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

060

a. Own-brand importer and marketer 14

b. Merchant wholesaler (buying and selling on own account)

(1) Importer 12
 (2) Exporter 13
 (3) Merchant wholesale distributor or jobber 11

c. Manufacturers' sales branches and offices 20

d. Agent, broker, and commission merchant

(1) Auction company 41
 (2) Broker (representing buyers and sellers) 42
 (3) Commission merchant 43
 (4) Import agent 44
 (5) Export agent 45
 (6) Manufacturers' agent 46

e. Other broker or agent - Specify type 77

If not shown, please enter your 11-digit Census File Number from the address label on page 1						Census File Number				
Item 13. COMMODITY LINES Report sales by commodity group either as a dollar figure or as a whole percent of total sales (Include the value of merchandise marketed under capital, finance, or full payout leases and rental receipts derived from merchandise under operating leases)						Item 13. COMMODITY LINES - Continued				
HOW TO REPORT PERCENTS		If figure is 38.76% of total sales • Report whole percents				ESTIMATES are acceptable. Report dollars OR percents.				
Not acceptable		Bil. Mil. Thou. Dol. Percent				Bil. Mil. Thou. Dol. Percent				
→ 39		→ 39				→ 39				
→ 38.76		→ 38.76				→ 38.76				
Commodity lines		Census use				Commodity lines				
1. Iron and steel products (semifinished)		100				5. Other iron and steel products				
a. Sheet bars and tin plate bars		1111				a. Bars (excluding reinforcement bars) and bar-size shapes: hot-rolled				
b. Wire rods		1112				b. Bars and bar-size shapes: cold finished				
c. Rough castings and foundry products		1113				c. Concrete reinforcement bars				
d. Forgings		1114				d. Structural shapes (excluding bar-size shapes)				
e. Other semifinished iron and steel products		1116				e. Finished products, n.e.c.				
f. Total (Sum of lines 1a through 1e)		1100				f. Total (Sum of lines 5a through 5e)				
2. Flat iron and steel products		101				6. Alloy steel				
a. Plates		1121				a. Bars, hot-rolled or cold-finished				
b. Strips (hot-rolled and cold-rolled)		1122				b. Pipe, tubing, and plates				
c. Sheets (cold-rolled)		1123				c. Other alloy steel				
d. Sheets (hot-rolled)		1124				d. Total (Sum of lines 6a through 6c)				
e. Sheets (galvanized and coated)		1126				7. Stainless steel				
f. Tin plate and terneplate		1127				a. Plates				
g. Fabricated and structural plate products		1128				b. Strip				
h. Other flat iron and steel products		1129				c. Sheets				
i. Total (Sum of lines 2a through 2h)		1120				d. Bars and bar-size shapes				
3. Iron and steel wire and wire products		102				e. Other stainless steel (including tubing)				
a. Wire (plain, coated, barbed, and twisted)		1141				f. Total (Sum of lines 7a through 7e)				
b. Nails		1142				8. Copper and brass				
c. Wire rope, strand, strapping, reinforcement mesh, and bale ties		1143				a. Copper wire mill products (structural only)				
d. Total (Sum of lines 3a through 3c)		1140				b. Flat products (sheets, strips, and plates)				
4. Iron and steel pipe and tubing		1150				c. Tubular products (pipes and tubes)				
a. Tubing		1152				d. Rod, nonelectrical wire, extruded shapes, etc.				
b. Standard steel pipe		1153				e. Total (Sum of lines 8a through 8d)				
c. Other steel pipe		1154				9. Aluminum shapes, forms, etc.				
d. Total (Sum of lines 4a through 4c)		1150				a. Plates (.250 inch and over)				

ITEM 13 CONTINUED ON PAGE 4

CONTINUE ON PAGE 4

Item 13. COMMODITY LINES - Continued						
Commodity lines	Cen- sus use	ESTIMATES are acceptable. Report dollars OR percents.				
		Bil.	Mil.	Thou.	Dol.	Per- cent
10. Other nonferrous metals (magnesium nickel, tin lead, zinc, etc., except precious)	1230					
11. Coal and coke	1300					
12. Minerals and ores (excluding coal, precious stones, and crude oil)	1320					
13. Electrical apparatus and equipment	1400					
14. Electronic parts and equipment, except communication	1600					
15. Hardware	1700					
16. Plumbing and heating equipment and supplies (hydronics)	1800					
17. General-purpose industrial machinery, equipment, and parts	2320					
18. Abrasives, strapping (except steel), tape, inks, and mechanical rubber goods	2460					
19. Ferrous metal scrap	2900					
20. Nonferrous metal scrap	2920					
21. Jewelry, diamonds, gem stones, and watches	3000					
22. Precious metals (gold, silver, and platinum)	3030					
23. Refined sugar, flour, pickles, preserves, sauces, cooking oils, cereals, pet foods, and other grocery specialties	4860					
24. Chemicals and allied products (excluding agricultural, plastics, gases, and petroleum)	5330					
25. Plastics materials and basic shapes	5300					
26. Petroleum products - (exclude liquefied petroleum)	5400					
27. Miscellaneous commodities - Specify						
a. ⁰⁷⁶	9811					
b. ⁰⁷⁷	9812					
c. ⁰⁷⁸	9813					
28. Service receipts and labor charges (including installed parts)	9700					
29. TOTAL (Should equal item 4a if reporting in dollars)	9990					100%

Item 14. 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 15. 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 16

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) _____

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.

Name	1997	Mil.	Thou.	Dol.
Number and street	Sales	081		
City State ZIP Code	Annual payroll	082		
1 Kind-of-business description	Paid employees for pay period including March 12			
Type of operation (choose from item 12)	083			
	Cen-sus use	088		
	Cen-sus use	089		

Name	1997	Mil.	Thou.	Dol.
Number and street	Sales	081		
City State ZIP Code	Annual payroll	082		
2 Kind-of-business description	Paid employees for pay period including March 12			
Type of operation (choose from item 12)	083			
	Cen-sus use	088		
	Cen-sus use	089		

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

Item 16. 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 _____