



2007 ECONOMIC CENSUS

Lawn and Garden Equipment and Supplies Dealers

DUE DATE
FEBRUARY 12, 2008

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

RT-44402

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

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

Need help or have questions about filling out this form?

Visit www.census.gov/econhelp

Call 1-800-233-6136, between 8:00 a.m. and 6:00 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.

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.
 - Place an "X" inside the box.
 - Please center numbers in their respective boxes.
 - Do not put slashes through 0 or 7.
- 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 in the mailing address the same as the one used for this establishment on its latest 2007 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
<input type="text"/>	<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.? (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

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3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2007?
(Mark "X" only ONE box.)

0011 In operation 0013 Temporarily or seasonally inactive

0014 Ceased operation - Give date at right _____ →

Month	Day	Year

0015 Sold or leased to another operator - Give date at right _____ →

Month	Day	Year

 0018

AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

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

2007
Number

Number of months in operation during 2007 (If none, mark "X" and go to 50.) 0002

HOW TO REPORT DOLLAR FIGURES		Dollar figures should be rounded to thousands of dollars.	Mark "X" if None	2007			
		If a figure is \$1,025,628.79:	Report → <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
		If a value is "0" (or less than \$500.00):	Report → <input checked="" type="checkbox"/>		1 0 2 6		

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

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

6 Not Applicable.

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 in 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).

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

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)	Mark "X" if None	2007			
		\$ Bil.	Mil.	Thou.	Dol.
		1. Annual payroll 0300 <input type="checkbox"/>			
2. First quarter payroll (January-March, 2007) 0310 <input type="checkbox"/>					

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

8 - 18 Not Applicable.

19 KIND OF BUSINESS

Which ONE of the following best describes this establishment's principal kind of business in 2007?
(Mark "X" only ONE box.)

- 0700 444 220 40 1 Retail nursery
- 444 220 40 2 Garden center
- 444 220 40 3 Garden supply store
- 444 220 40 5 Landscaping supplies store or dealer
- 444 220 20 1 Farm supplies store or dealer, including feed, seed, grain, and fertilizer
- 424 510 00 3 Grain elevator
- 444 210 00 1 Outdoor power equipment store or dealer, including lawnmowers, chainsaws, trimmers, etc.
- 444 210 00 7 Lawn and garden equipment store or dealer
- 423 820 10 3 Farm machinery and equipment store or dealer
- 111 421 00 1 Christmas tree growing and selling
- 454 390 30 7 Cut Christmas tree sales, selling only
- 453 110 00 1 Florist
- 444 130 00 1 Hardware store
- 541 320 00 4 Landscape counseling and planning
- 561 730 00 3 Landscaping services, including interior plant maintenance
- 453 910 00 1 Pet food and supply store
- 772 000 00 1 Other kind of business - Specify

0701

20 CLASS OF CUSTOMER

A. As a general business practice, did this establishment sell to household consumers and individual users in 2007?

0251 Yes

0252 No

B. Were 75% or more of this establishment's sales to retailers/wholesalers for resale in 2007?

0256 Yes

0257 No

C. Did this establishment require proof of business or professional license from new customers in 2007?

0276 Yes

0277 No

CONTINUE WITH ON PAGE 4

CONTINUE ON PAGE 4

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20 CLASS OF CUSTOMER - Continued

D. Estimate the percentage of this establishment's total sales (reported in **5**) by class of customer.
 (Circle all that apply and then report percentages for the items circled.)

- 1. Household consumers and individual users 0261
- 2. Retailers for resale 0263
- 3. Wholesale establishments for resale 0264
- 4. Repair shops for use in repair work 0265
- 5. Manufacturing and mining industrial users for use as input goods in production 0266
- 6. Restaurants, hotels, food services, and contract feeding 0267
- 7. Businesses for end use in their own operation, not for resale or production 0268
- 8. Building contractors, heavy construction, and special trade contractors 0269
- 9. Farmers for use in farm production 0270
- 10. Governmental bodies (Federal, state, and local) 0271
- 11. Export sales 0262
- 12. Other - Specify ↴
 0874 _____ 0272
- 13. TOTAL

2007	
Whole percent of sales and receipts	
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
1 0 0	%

21 METHOD OF SELLING

Which ONE of the following best describes this establishment's principal method of selling in 2007?
 (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 _____

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

HOW TO REPORT PERCENTS

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

Report whole percents

2007

Estimates are acceptable. Report dollars OR percents.

\$ Bil.	Mil.	Thou.	Dol.	Percent
				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). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above.)

Description of sales, shipments, receipts, or revenue	Census use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
1. Lawn, garden, and farm equipment and supplies; cut flowers; plants and shrubs; fertilizers; etc. <i>(Report materials used in landscaping or lawn service on line 27a and receipts from lawn maintenance service on line 27b.)</i>						
a. Cut flowers	20621					
b. Indoor potted plants and floral items	20626					
c. Outdoor nursery stock, including trees, shrubs, bedding plants, bulbs, sod, seeds, etc.	20627					
d. Fertilizer, lime, chemicals, and other soil treatments	20628					
e. Lawn and garden tools	20631					
f. Lawn and garden machinery, equipment, and parts	20636					
g. Farm machinery, equipment, and parts	20637					
h. All other lawn and garden supplies, including fencing, irrigation equipment, and sprinklers	20639					
i. All other farm supplies, including grain, animal feed, and animal health products <i>(Report saddlery on line 7 and pet food on line 16.)</i>	20638					
j. Sum lines 1a through 1i	20620					
2. Hardware, tools, and plumbing and electrical supplies	20600					
3. Dimensional lumber and other building/structural materials and supplies, including spas, hot tubs, and saunas <i>(Report paint and sundries on line 25.)</i>	20640					
4. Seasonal decorations <i>(Report cut live and balled live Christmas trees on line 1c.)</i>	20878					
5. Artificial/silk flowers, plants, and trees	20879					
6. Craft supplies	20881					
7. Sporting goods, including saddlery	20500					
8. Recreational vehicles, parts, and accessories	20580					
9. Kitchenware and home furnishings, including outdoor charcoal grills, large planters, pottery, decorative lighting, giftware, etc. <i>(Report outdoor gas grills on line 12.)</i>	20380					

CONTINUE WITH 2 ON PAGE 6

CONTINUE ON PAGE 6

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

Description of sales, shipments, receipts, or revenue	Cen- sus use	2007					
		Estimates are acceptable. Report dollars OR percents.					
		\$ Bil.	Mil.	Thou.	Dol.	Percent	
0723	0720	0721				0722	
10. Furniture, including outdoor/patio furniture	20340						
11. Pools, pool chemicals, and pool supplies and accessories	20876						
12. Major household appliances, including refrigerators, ranges, microwave ovens, room air-conditioners, outdoor gas grills, etc. (<i>Report outdoor charcoal grills on line 9.</i>)	20300						
13. Men's wear, including accessories (<i>Report boys' wear on line 26 and footwear on line 14.</i>)	20200						
14. Footwear, including accessories	20260						
15. Toys, hobby goods, and games	20460						
16. Pet foods and supplies, including wild bird supplies	20800						
17. Souvenirs and novelty items	20877						
18. Groceries and other food items for human consumption off the premises	20100						
19. Household fuels, including oil, LP gas, wood, coal	20780						
20. Drugs, health aids, beauty aids, including cosmetics	20160						
21. Cars, trucks, motorcycles, and other powered vehicles	20700						
22. Automotive lubricants, including oil, greases, etc.	20730						
23. Automotive tires, batteries, parts, accessories	20740						
24. Automotive fuels	20720						
25. Paint and sundries	20670						
26. All other merchandise (<i>Report receipts for services on line 27.</i>) <i>Specify principal lines and estimated sales below</i>	29810						
a. _____	29811						
b. _____	29812						
c. _____	29813						
27. All nonmerchandise receipts, including receipts from rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES							
a. Materials used in landscaping or lawn service	29903						
b. Labor charges for work performed by this establishment, including receipts from landscaping, etc.	29904						

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CONTINUE WITH **23** ON PAGE 7

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	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
27. All nonmerchandise receipts, including receipts from rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES - Continued						
c. All other nonmerchandise receipts, including receipts from customers for delivery, parts installed in repair, rental or lease of tools and equipment, etc.	29948					
d. Sum lines 27a through 27c	29900					
28. TOTAL (Should equal 5 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 2007?

0981 Yes - Go to line B

0982 No - Go to 26

2007			
Estimates are acceptable			
\$ Bil.	Mil.	Thou.	Dol.

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 5)?

0988 Yes

0989 No

25 Not Applicable.

26 SPECIAL INQUIRIES

A. ITEMS GROWN

Percentage of sales and receipts (reported in 5) that was derived from items grown by this establishment 2125

2007	
Mark "X" if None	
Whole percent of sales and receipts	%

B. FRANCHISE

Was this establishment operating under a trademark authorized by a franchisor in 2007? (Mark "X" only ONE box.)

0237 Yes - franchisee owned establishment

0238 Yes - franchisor owned establishment

0239 No

27-29 Not Applicable.

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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

Telephone	Area code	Number		Extension	Fax	Area code	Number	
		-					-	

Internet e-mail address

Date completed

Month Day Year

Thank you for completing your 2007 ECONOMIC CENSUS form.

PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

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