



1997 ECONOMIC CENSUS

MISCELLANEOUS DURABLE GOODS

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-5099

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	Dollar figures should be rounded to thousands of dollars. Example: If a figure is \$1,125,628.79 report	Bil-ions (000)	Mil-lions (000)	Thou-sands (000)	Dol-lars (000)
▶	• 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				

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

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

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 Yes – Go to line c
2 No – Skip to line e

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

c. Gross selling value of business conducted on a commission basis (Include in item 4a)

122

	Bil.	Mil.	Thou.	Dol.
122				

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

d. Commissions received (On transactions reported in item 4c)

123

	Bil.	Mil.	Thou.	Dol.
123				

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

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

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

124 %

Item 5. PAYROLL Payroll in 1997, BEFORE DEDUCTIONS

a. Annual

030

b. First quarter (January–March)

031

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

125

	Mil.	Thou.	Dol.
125			



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

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.

070

(1) Musical instruments and supplies 509910
 (2) Forest products, except lumber (logs, piles, pulpwood, cordwood, lawn posts, poles, and ties, etc.) 509930
 (3) Lumber yard 503129
 (4) Luggage or works of art 509990
 (5) Compact discs, prerecorded audio tapes, and phonograph records 509950
 (6) Prerecorded video tapes, video discs, and video cassettes 782230
 (7) Fire extinguishers and fire safety equipment 509960
 (8) General merchandise
 (a) Primarily – durable goods 509940
 (b) Primarily – nondurable goods 519940
 (9) Warehouse club 539930
 (10) 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						ESTIMATES are acceptable. Report dollars OR percents.														
If figure is 38.76% of total sales • Report whole percents → 39 Not acceptable → 38.76						Bil.	Mil.	Thou.	Dol.	Per-cent	Bil.	Mil.	Thou.	Dol.	Per-cent					
Commodity lines		Cen-sus use	ESTIMATES are acceptable. Report dollars OR percents.					Commodity lines		Cen-sus use	ESTIMATES are acceptable. Report dollars OR percents.									
1. Musical instruments and supplies		100 3100	101					15. Computer software (packaged)		0950	102									
2. Forest products, except lumber (including cordwood, hewn posts, poles, and ties)		3120	16. Electrical apparatus and equipment					1400	17. Electrical appliances, household					1500	18. Electronic parts and equipment, except communication					1600
3. Compact discs, prerecorded audio tapes, and phonograph records		3130	19. Sporting and recreational goods and supplies					2700	20. Toys and hobby goods and supplies					2800	21. Photographic equipment and supplies (excluding video)					0800
4. Prerecorded video tapes, video discs, and video cassettes		3140	22. New and used automobiles, motorcycles, etc.					0100	23. New and rebuilt automotive parts and supplies (Report parts installed in repair work on line 63b)					0200	24. Tires and tubes					0300
5. Other durable goods		3150	25. Linens, domestics, curtains, and draperies					0520	26. Kitchen utensils, mirrors, lamps, and picture frames					0540	27. Frozen foods (packaged)					4100
a. Coin-operated games (including arcade games)		3151	28. Fish and seafoods (excluding canned and frozen packaged)					4500	29. Fresh fruits and vegetables					4700	30. Coffee, tea, and spices					4800
b. Luggage		3152	31. Canned foods					4830	32. Soft drinks and bottled water					4850	33. Refined sugar, flour, pickles, preserves, sauces, cooking oils, cereals, pet foods, and other grocery specialties					4860
c. Works of art		3153	34. Flat iron and steel products					1120	35. Iron and steel wire and wire products					1140	36. Iron and steel pipe and tubing					1150
d. Other durable goods, n.e.c.		3154	36. Iron and steel pipe and tubing					1150	ITEM 13 CONTINUED ON PAGE 4					CONTINUE ON PAGE 4						
e. Total (Sum of lines 5a through 5d)		3150	6. Fire extinguishers and fire safety equipment					3160	7. Lumber: rough, dressed, and finished					0600	8. Plywood and millwork					0620
9. Wire fences, mobile homes, building and construction paper, and prefabricated buildings and structural assemblies		0740	10. Printing and writing paper					3200	11. Stationery, office supplies, and greeting cards					3300	12. Industrial and personal service paper and plastics					3400
10. Printing and writing paper		3200	13. Books, periodicals, newspapers, and miscellaneous printed materials					6100	14. Office equipment (exclude computers)					0900	15. Musical instruments and supplies					3100
11. Stationery, office supplies, and greeting cards		3300	16. Electrical apparatus and equipment					1400	17. Electrical appliances, household					1500	18. Electronic parts and equipment, except communication					1600
12. Industrial and personal service paper and plastics		3400	19. Sporting and recreational goods and supplies					2700	20. Toys and hobby goods and supplies					2800	21. Photographic equipment and supplies (excluding video)					0800
13. Books, periodicals, newspapers, and miscellaneous printed materials		6100	22. New and used automobiles, motorcycles, etc.					0100	23. New and rebuilt automotive parts and supplies (Report parts installed in repair work on line 63b)					0200	24. Tires and tubes					0300
14. Office equipment (exclude computers)		0900	25. Linens, domestics, curtains, and draperies					0520	26. Kitchen utensils, mirrors, lamps, and picture frames					0540	27. Frozen foods (packaged)					4100



Item 13. COMMODITY LINES – Continued					
Commodity lines	Cen- sus use	ESTIMATES are acceptable. Report dollars OR percents.			
		Bil.	Mil.	Thou.	Dol.
37. Copper and brass	1200				
38. Aluminum shapes and forms, etc.	1220				
39. Coal and coke	1300				
40. Hardware	1700				
41. Farm machinery, equipment, and parts	2200				
42. General-purpose industrial machinery, equipment, and parts	2320				
43. Metalworking machinery, equipment, and parts	2330				
44. Industrial containers and supplies	2450				
45. Aircraft and aeronautical equipment and supplies	2600				
46. Drugs, pharmaceuticals, cosmetics, and toiletries	3500				
47. Jewelry, diamonds, gem stones, and watches	3000				
48. Piece goods, knit and woven	3600				
49. Notions (buttons, ribbons, lace, sewing accessories, zippers, bindings, etc.)	3700				
50. Men's and boys' wear	3800				
51. Women's and children's wear	3900				
52. Grain and beans	4900				
53. Plastics materials and basic shapes	5300				
54. Chemicals and allied products (excluding agricultural, plastics, gases and petroleum)	5330				
55. Petroleum products – refined (exclude liquefied petroleum)	5400				
56. Liquefied petroleum gases (excluding natural gas)	5420				
57. Crude oil	5500				
58. Farm supplies	5800				
59. Wigs, yarns, and leather products	6150				

Item 13. COMMODITY LINES – Continued					
Commodity lines	Cen- sus use	ESTIMATES are acceptable. Report dollars OR percents.			
		Bil.	Mil.	Thou.	Dol.
60. Miscellaneous commodities – <i>Specify</i>					
076					
a.	9811				
077					
b.	9812				
078					
c.	9813				
61. Advertising specialties (paper novelties, etc.)	9730				
62. Rental and operating lease receipts	9940				
63. Service receipts and labor charges (including installed parts)					
a. Labor charges for repair work	9701				
b. Parts installed in repair work	9702				
c. Other service receipts and labor charges – <i>Specify</i>					
	9703				
d. Total (Sum of lines 63a through 63c)	9700				
64. 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* _____

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

Census File Number

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.

		1997	Mil.	Thou.	DoI.
1	Name				
	Number and street	Sales	081		
	City	Annual payroll	082		
	State	Paid employees for pay period including March 12			
	ZIP Code	083			
Kind-of-business description					
Type of operation (choose from item 12)		Census use	088		
			089		
2	Name				
	Number and street	Sales	081		
	City	Annual payroll	082		
	State	Paid employees for pay period including March 12			
	ZIP Code	083			
Kind-of-business description					
Type of operation (choose from item 12)		Census use	088		
			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 – <i>Print or type</i>		
Telephone	Area code	Number	Extension	Title	
Signature of authorized person					Date

PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS