



2007 ECONOMIC CENSUS

Potash, Soda, and Borate Mineral Mining

DUE DATE
FEBRUARY 12, 2008

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

MI-21208

**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

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

- 0011 In operation
- 0016 Under construction, development, or exploration
- 0013 Temporarily or seasonally inactive

- 0014 Ceased operation - Give date at right 0018

Month	Day	Year
- 0015 Sold or leased to another operator - Give date at right 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	
-	

4 MONTHS IN OPERATION

Mark "X" if None 2007

Number of months in operation during 2007 (If none, mark "X" and go to 30.) 0002 Number

HOW TO REPORT DOLLAR FIGURES

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

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

Report Mark "X" if None

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

Report Mark "X" if None

2007		
\$ Bil.	Mil.	Thou.
	1 0 2 6	

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Exclude nonoperating income such as royalties, interest, dividends, or the sale of fixed assets.

A. Total value of products shipped and other receipts (Report detail in 22.) 0100

B. Value of products exported (This is a breakout of the value reported on line A.)

Report the value of products shipped for export. Include shipments to customers in the Panama Canal Zone, the Commonwealth of Puerto Rico, and U.S. possessions, as well as the value of products shipped to exporters or other wholesalers for export. Also, include the value of products sold to the U.S. Government to be shipped to foreign governments. 0130

2007		
\$ Bil.	Mil.	Thou.

6 Not Applicable.

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

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:

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

For further clarification, see information sheet(s).

A. Number of employees

1. Number of production, development, and exploration workers for pay period including March 12 0325
2. Number of other employees for pay period including March 12 0336
3. **TOTAL** (Add lines A1 and A2) 0320

2007	
Number	

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

1. Annual payroll
- a. Production, development, and exploration workers 0304
- b. All other employees 0305
- c. **TOTAL** (Add lines B1a and B1b) 0300
2. First quarter payroll (January-March, 2007) 0310

2007		
\$ Bil.	Mil.	Thou.

- C. Number of hours worked by production, development, and exploration workers (Annual hours worked by production, development, and exploration workers reported on line A1.) 0200**

2007	
Hours	Thou.

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CONTINUE WITH 7 ON PAGE 4

7 EMPLOYMENT AND PAYROLL - Continued

D. Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law.

Mark "X" if None

			2007		
			\$ Bil.	Mil.	Thou.
1. Health insurance - Insurance premiums on hospitals, medical plans, and single service plans such as dental, vision, and prescription drug plans. Include premium equivalents for self-insured plans and fees paid to third party administrators (TPAs). Do not include employee contributions.	0333	<input type="checkbox"/>			
2. Pension plans					
a. Defined benefit pension plans - Costs for both qualified and unqualified defined pension plans. Pension plans that specify the benefit to be paid to employees upon retirement, generally either a specific amount or a percentage of compensation. Employer contributions are based on actuarial computations that include the employee's compensation and years of service and are not allocated to specific accounts maintained for employees.	0335	<input type="checkbox"/>			
b. Defined contribution plans - Costs under defined contribution plans. Pension plans that define the employer contributions to a separate account provided for each employee. The employee "benefit" at retirement depends on the amount contributed and the results of the account's activity. Examples include profit sharing plans, money purchase (e.g., 401k, 403b) and stock bonus plans (e.g., ESOPs)	0337	<input type="checkbox"/>			
3. Other - Other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare)	0339	<input type="checkbox"/>			
4. TOTAL (Add lines D1 through D3)	0220	<input type="checkbox"/>			

8 Not Applicable.

9 INVENTORIES

Report inventories at cost or market using generally accepted accounting practices.

A. Did this establishment own inventories, regardless of where held, at the end of 2007 and/or 2006?

0486 Yes - Go to line B

0487 No - Go to 15

B. Report inventories for mined products and supplies owned by this establishment as of December 31.

Mark "X" if None

			End of 2007		
			\$ Bil.	Mil.	Thou.
1. Mined or quarried products	0461	<input type="checkbox"/>			
2. Supplies, parts, fuels, etc.	0462	<input type="checkbox"/>			
3. Total inventories before Last-in, First-out (LIFO) adjustment (if any) (Add lines B1 and B2)	0460	<input type="checkbox"/>			
4. LIFO reserve (if any)	0466	<input type="checkbox"/>			
5. Total inventories after LIFO adjustment value (Line B3 minus line B4)	0468	<input type="checkbox"/>			

Mark "X" if None

			End of 2006		
			\$ Bil.	Mil.	Thou.
	0471	<input type="checkbox"/>			
	0472	<input type="checkbox"/>			
	0470	<input type="checkbox"/>			
	0476	<input type="checkbox"/>			
	0469	<input type="checkbox"/>			

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

10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B3 is subject to the following valuation methods.

	Mark "X" if None	End of 2007			Mark "X" if None	End of 2006			
		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.	
A. LIFO valuation method before adjustment 0465	<input type="checkbox"/>				0475	<input type="checkbox"/>			
B. Any non-LIFO valuation method - Specify method ∇									
0895 <input type="text"/> 0487	<input type="checkbox"/>				0485	<input type="checkbox"/>			
C. TOTAL (Add lines A and B. Total should equal 9 , line B3.) 0510	<input type="checkbox"/>				0508	<input type="checkbox"/>			

11 and 12 Not Applicable.

13 ASSETS, CAPITAL EXPENDITURES, RETIREMENTS, AND DEPRECIATION

See information sheet(s) on how to report leasing arrangements.

	Mark "X" if None	2007		
		\$ Bil.	Mil.	Thou.
A. Gross value of depreciable and/or depletable assets (acquisition cost) at the beginning of the year 0500	<input type="checkbox"/>			
B. Capital expenditures during the year				
1. Capital expenditures for new and used buildings, structures, machinery, and equipment (Exclude land.) 0520	<input type="checkbox"/>			
2. Capital expenditures for mineral exploration and development 0536	<input type="checkbox"/>			
3. Capital expenditures for mineral land and rights 0537	<input type="checkbox"/>			
4. TOTAL (Add lines B1 through B3) 0535	<input type="checkbox"/>			
C. Total retirements and disposition of depreciable and/or depletable assets (gross value of assets sold, retired, scrapped, destroyed, etc.) for the year . . . 0510	<input type="checkbox"/>			
D. Gross value of depreciable and/or depletable assets at the end of the year (Add lines A and B4 minus C) 0505	<input type="checkbox"/>			
E. Depreciation and/or depletion charges for the year 0540	<input type="checkbox"/>			

14 RENTAL PAYMENTS

	Mark "X" if None	2007		
		\$ Bil.	Mil.	Thou.
A. Rental payments for buildings and other structures (Include land.) 0551	<input type="checkbox"/>			
B. Rental payments for machinery and equipment 0552	<input type="checkbox"/>			
C. TOTAL (Add lines A and B) 0550	<input type="checkbox"/>			

15 MINERAL PROPERTY EXPENSES

	Mark "X" if None	2007		
		\$ Bil.	Mil.	Thou.
A. Lease rents for mineral properties 0590	<input type="checkbox"/>			
B. Current operating expenses for exploration, development, and mineral land and rights (Include royalty payments.) 0141	<input type="checkbox"/>			

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16 SELECTED EXPENSES

Include costs incurred in mining process such as supplies, resales, contract work, fuels, and electricity.

A. Selected production related costs

- 1. Cost of supplies used, minerals received for preparation and purchased machinery installed (Report detail in **17**.) 0421
- 2. Cost of products bought and sold as such without further processing (Report sales in **2**.) 0426
- 3. Cost of purchased fuels consumed for heat, power, or the generation of electricity (Report detail in **16**.) 0430
- 4. Cost of purchased electricity (Report quantity on line B1.) 0425
- 5. Cost of work done for you by others on your materials 0424
- 6. **TOTAL** (Add lines A1 through A5) 0420

2007		
\$ Bil.	Mil.	Thou.

B. Quantity of Electricity

- 1. Purchased electricity (Quantity comparable to cost reported on line A4.) . . . 0436
- 2. Generated electricity (Gross less generating station use.) 0437
- 3. Electricity sold or transferred to other establishments (Include on lines B1 or B2.) 0438

2007		
Kilowatthours		
Bil.	Mil.	Thou.

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

16 SELECTED EXPENSES - Continued

C. Other operating expenses paid by this establishment

Mark "X" if None

			2007		
			\$ Bil.	Mil.	Thou.
1.	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel (Include all charges for payroll, benefits and services.)	0176	<input type="checkbox"/>		
2.	Expensed equipment - Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors) (Report packaged software on line C3.)	0444	<input type="checkbox"/>		
3.	Expensed purchases of software - Purchases of prepackaged, custom coded or vendor customized software (Include software developed or customized by others, web-design services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations.)	0188	<input type="checkbox"/>		
4.	Data processing and other purchased computer services (Include computer facilities management services, computer input preparation, data storage, computer time rental, optical scanning services, and other computer-related advice and services, including training. Exclude expensed integrated systems, repair and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone.)	0198	<input type="checkbox"/>		
5.	Purchased communication services - Telephone, cellular, and fax services; computer-related communications (e.g., Internet, connectivity, online) and other wired and wireless communication services	0402	<input type="checkbox"/>		
6.	Purchased repairs and maintenance to buildings and/or machinery and equipment (Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees.)	0394	<input type="checkbox"/>		
7.	Water, sewer, refuse removal, and other utility payments (Include the costs of hazardous waste removal.)	0407	<input type="checkbox"/>		
8.	Purchased advertising and promotional services (Include marketing and public relations services.)	0405	<input type="checkbox"/>		
9.	Purchased professional and technical services (Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other professional services. Exclude salaries paid to your own employees for these services.)	0216	<input type="checkbox"/>		
10.	Governmental taxes and license fees - Payments to government agencies for taxes and licenses (Include business and property taxes. Exclude income taxes.)	0396	<input type="checkbox"/>		
11.	All other operating expenses - All other operating expenses not reported elsewhere (Exclude purchases of merchandise for resale and nonoperating expenses.) - Specify				
	<input type="text" value=""/>	0897	<input type="checkbox"/>		
12.	TOTAL (Add lines C1 through C11)	0449	<input type="checkbox"/>		

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17 A. DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES

Report:

Delivered cost of individual items listed below. Delivered cost is the amount paid or payable after discounts and including freight and other direct charges incurred by the establishment in acquiring the materials. The figures reported should represent the total purchase cost of supplies, minerals received for preparation, machinery installed, etc., actually used or processed during 2007. Include purchases, interplant transfers, and withdrawals from inventories. If the data are not available from your records, reasonable estimates are acceptable.

Quantities in the unit of measure specified.

Estimated cost of minerals received for preparation on a custom or toll basis, as if purchased.

Minerals mined and also processed at this establishment in **17B** only.

Include:

Minerals received for preparation from other establishments which were used in 2007.

Items listed below whether charged to current or capital accounts.

Cost of items for which less than \$25,000 worth was used in "All other supplies," line 6.

Supplies purchased by this establishment for use by companies performing contract work at this establishment.

Exclude:

Associated labor costs of the kind reported in **7** and **16**, line A5.

Payments made for contract services performed, including payments for supplies and equipment furnished by the contractor incidental to this work.

Line No.	Minerals received and processed, machinery installed, and supplies used	Census material code	Unit of measure for quantities	Purchased from others, received from other establishments of this company, or received for custom mineral processing				
				Quantity	Cost, including delivery cost (freight-in)			
					\$ Bil.	Mil.	Thou.	
0634		0630	0636	0633	0631			
1	Crude minerals received for preparation (<i>Estimate value of crude minerals received for custom or toll preparation.</i>)	212390 03	short tons (dry basis)					
2	Machinery, purchased and installed (including mobile loading, transportation, and other equipment installed at the operation) (<i>Including charges to both current and capital accounts.</i>) . . .	333000 07						
3	Parts and attachments for mining, mineral preparation, construction, and conveying machinery and equipment	333000 09						
4	Supplies used Industrial chemicals (chemical reagents, calcium chloride, acidizing materials, etc.) (excluding explosive materials, blasting accessories, and drilling fluids)	325000 74						
5	Steel shapes and forms (excluding castings and forgings) such as plates, sheets, strip, piling, bars, rails, wheels, track accessories, pipe, tubing, wire, wire products, and structural shapes	331000 52						
6	All other supplies (<i>Specify the three principal types of supplies included here.</i>) 7	009700 98						
7	TOTAL (<i>Should equal total reported in 16, line A1</i>)	771000 00						

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

17 B. QUANTITY OF MINERALS MINED AND PREPARED

Minerals mined for sale as such and not processed at this establishment should only be reported in 22.

Minerals mined for sale as such and not for preparation at this establishment should only be reported in 22. If crude ore is recorded in cubic yards, estimate short tons from the volume mined.

Line No.	Item	Census material code	Unit of measure for quantities	Quantities mined and also processed at this establishment	
				0633	0634
1	Crude minerals mined and prepared at same establishment (Report tonnage as it is mined from the earth.)	212390 05	short tons (dry basis)		

18 FUELS USED

Line No.	Kind of fuel (Report total delivered cost, not cost per unit. Fuels received from other establishments of your company should be included at estimated market value.)	Census fuel code	Unit of measure for quantities	2007 consumption		
				Quantity	Cost, including delivery cost (freight-in)	
					\$ Mil.	Thou.
0643	0640	0645	0642	0641		
1	Coal (bituminous, subbituminous, lignite, and anthracite)	212110 03	short tons			
2	Fuel oil Distillate (light) grade numbers 1, 2, 4, and light diesel fuel	324110 17	barrels			
3	Residual (heavy) grade numbers 5 and 6 and heavy diesel fuel	324110 19				
4	Gas (natural, manufactured, and mixed)	211110 15	mil ft ³			
5	Gasoline	324110 15	1000 gal			
6	Other fuels (liquefied petroleum gas, coke, wood, and other) (Specify.)	009600 18				
7	TOTAL (Should equal total reported in 16, line A3)	007720 00				

19 TYPE OF OPERATION

(Include production, development, and exploration operations. If mine is under development or exploration, or maintenance is being performed, indicate method most likely to be used when production is started or resumed.)
(Mark "X" ALL that apply.)

Mining methods

- 0620
- 440 Open-pit
 - 444 Underground
 - 450 Other (such as well, brine, or dredge)
 - 432 No mine or abandoned mine

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19 TYPE OF OPERATION - Continued

Treatment methods

- 0620 474 Preparation plant (such as crushing, grinding, washing, evaporation, drying, calcining, etc.)
- 468 No preparation plant

20 and 21 Not Applicable.

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

The U.S. Geological Survey, U.S. Department of the Interior, generally collects detailed figures on the mineral products listed here. This item provides only Summary figures which will serve to relate the statistics compiled from the Economic Census of Mineral Industries to the statistics compiled by the U.S. Geological Survey.

Report:

Net total values f.o.b. mine or plant after discounts and allowances and exclusive of freight charges and excise taxes.
 Short tons equal to 2,000 pounds.
 Packaged value, if products are shipped in bags or other packages.

Include:

All products produced or physically shipped from this establishment in 2007.
 Material withdrawn from stockpiles.
 Products shipped on consignment.
 Prepared minerals from crude materials mined at this establishment, purchased, or received from other establishments of your company.
 Quantity and estimated value of products prepared on a custom or toll basis.
 Products transferred for preparation or other use to other establishments of your company.
 Bonuses or other credits for minerals contained, as well as royalties.
 Production of crude materials mined for preparation at this establishment.

Exclude:

Penalties for impurities.

Line No.	Description	Census product code	Unit of measure for quantities	Quantity of production	Shipments and interplant transfers			
					Quantity	Value, f.o.b. establishment		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
1	Potassium salts and boron compounds	212391 1100	↑ short tons ↓					
2	Sodium carbonate and sulfate, natural	212391 3100						
3	Rock salt	212393 3100						
4	All other nonmetallic minerals (including natural abrasives, shell and native asphalt and bitumens) (<i>Specify kind.</i>) ↴	212399 8195						
5	All other products made in this establishment - <i>Specify and report each product with sales value of \$50,000 or more that cannot be assigned to one of the "listed products and services". For all remaining products, write "Other" and report a single total value.</i>	18						

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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

Line No.	Description	Census product code	Unit of measure for quantities	Quantity of production	Shipments and interplant transfers			
					Quantity	Value, f.o.b. establishment		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
6		26						
7		34						
8	Receipts for work or services performed for other establishments; such as hauling, stripping, shaft sinking, pumping, and shop work (Exclude receipts for preparation of minerals on a custom or toll basis. Specify work or services performed.) ↴	213115 0YWT						
9	Resales - Sales of products bought and sold without further manufacture, processing, or assembly (The cost of such items should be reported in 16, line A2.)	999890 0000						
10	TOTAL (Should equal 5, line A)	770000 0000						

23-29 Not Applicable.

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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