



2007 ECONOMIC CENSUS

Lumber and Other Construction Materials

DUE DATE
FEBRUARY 12, 2008

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

WH-42307

**INFORMATION COPY
DO NOT USE TO REPORT**

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.

(Please correct any errors in this 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.
 - Please center numbers in their respective boxes.
 - Do not use pencil or felt-tip pen.
 - Do not put slashes through 0 or 7.
 - Place an "X" inside the box.
- 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

42307017



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

0018

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.

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

Report

Mark "X" if None

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

Report

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

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

A. Sales and operating receipts (Include the gross selling value of business conducted for others. Include shipping and handling charges. Exclude sales taxes and Hawaii's General Excise Tax.) 0100

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

B. Did this establishment earn commissions for the sale of merchandise?

1121 Yes - Go to line C

1122 No - Go to line E

2007			
\$ Bil.	Mil.	Thou.	Dol.

C. Gross selling value of business conducted on a commission basis (Include on line A.) 1123

D. Commissions received on transactions reported on line C 1124

E. Is this the only establishment of this firm?

0907 Yes - Go to line G

0908 No - Go to line F

Mark "X" if None

2007	
Percent	
	%

F. Percent of products sold by this establishment manufactured or mined in the United States by your company or its subsidiaries. 1125

G. Did e-commerce account for more than 50% of this establishment's sales and/or operating receipts as reported on line A?

0308 Yes

0309 No

42307025

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

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).

Mark "X" if None

2007			
Number			

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

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

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

1. Annual payroll 0300

2. First quarter payroll (January-March, 2007) 0310

8 Not Applicable.

9 VALUE OF INVENTORIES

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 16

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

1. Total inventories before Last-in, First-out (LIFO) adjustment (if any) 0460

2. LIFO reserve (if any) 0466

3. Total inventories after LIFO adjustment (Line B1 minus line B2) 0468

Mark "X" if None

End of 2007			
\$ Bil.	Mil.	Thou.	Dol.

Mark "X" if None

End of 2006			
\$ Bil.	Mil.	Thou.	Dol.

42307033



10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in 9, line B1 for 2007 is subject to the following valuation methods.

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

A. LIFO valuation method before adjustment 0244

B. First-in, First-out (FIFO) 0491

C. Average cost 0492

D. Standard cost 0493

E. Other valuation method - Specify method ↴

0895 0494

F. **TOTAL** (Add lines A through E. Total should equal 9, line B1.) 0490

11-15 Not Applicable.

16 SELECTED EXPENSES

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

A. Operating expenses (Include payroll. Exclude cost of goods sold and interest expense.) 0140

B. Purchases of merchandise for resale, net of returns, allowances, and trade and cash discounts (Include amounts allowed for trade-ins.) 1160

C. For the value reported on line B, were any of these goods ordered over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system?

0441 Yes

0442 No

0443 Do not know

42307041



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

17 and 18 Not Applicable.

19 A. 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 423 310 10 1 Lumber, without yard
- 423 310 20 1 Lumber yard
- 423 310 30 1 Plywood, veneer, millwork, and wood panels
- 423 320 10 1 Brick, block, tile, and clay or cement sewer pipe
- 423 320 20 1 Sand, gravel, and stone
- 423 320 30 1 Cement, lime, and related products
- 423 330 00 1 Roofing, siding, and insulation materials
- 423 390 10 1 Flat glass and other construction glass
- 423 390 20 1 Other construction materials
- 424 950 00 1 Paints, varnishes, wallpaper, and supplies
- 423 710 00 1 Hardware
- 423 510 11 1 Ferrous metals service center with inventory
- 423 510 12 1 Ferrous metals sales office without inventory
- 424 610 00 1 Plastics materials and basic shapes and forms
- 423 220 30 1 Floor coverings, including carpeting
- 771 000 23 1 Construction contracting - Specify ↴

0701

- 771 000 00 1 Other kind of business - Specify ↴

0701

19 B. TYPE OF OPERATION

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

Merchant wholesaler, buying and selling on own account

- 0600 12 Importer
- 13 Exporter
- 11 Merchant wholesale distributor or jobber
- 14 Own-brand importer and marketer
- 20 **Manufacturers' sales branch or office**

CONTINUE WITH 19 ON PAGE 6

42307058



19 B. TYPE OF OPERATION - Continued

Agent, broker, or commission merchant

- 0600 41 Auction company
- 42 Broker, representing buyers and sellers
- 43 Commission merchant
- 44 Import agent
- 45 Export agent
- 46 Manufacturers' agent
- 49 **Electronic market - business-to-business marketplace that facilitates the sale of goods via the Internet or other electronic means, and operates on a commission or fee basis**
- 77 **Other broker or agent - Specify ↴**

0601

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 **20** ON PAGE 7

42307066



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

20 CLASS OF CUSTOMER - Continued

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

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

Table with 2 columns: 2007, Whole percent of sales and receipts. Row 13 shows 100%.

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 7

0759 []

42307074

HOW TO REPORT PERCENTS		2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
If figure is 38.76% of total sales:		Report whole percents			3 9	

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, line A. Include the value of merchandise marketed under capital, finance, or full payout leases, and rental receipts derived from merchandise under operating leases. See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more lines.)

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	
1. Rough, dressed, and finished dimensional lumber						
a. Untreated lumber	10611					
b. Treated lumber	10612					
c. Boards	10613					
d. Sum lines 1a through 1c	10600					
2. Plywood, panels, and millwork						
a. Softwood plywood, softwood veneer, and Oriented Strand Board (OSB)	10621					
b. Other panel products, including hardwood plywood, hardwood veneer, and particleboard	10622					
c. Gypsum, green or water board, and other specialty boards	10623					
d. Wood millwork, including moldings, doors, windows, and cabinets	10624					
e. Metal millwork	10625					
f. Trusses, wood siding, and wood shingles	10626					
g. Sum lines 2a through 2f	10620					
3. Concrete, cement, sand, gravel, stone, brick, block, and tile						
a. Ready-mixed or transit-mixed concrete	10711					
b. Cement and lime	10712					
c. Sand, gravel, and crushed stone	10713					
d. Brick, block, tile, and clay or cement sewer pipe	10714					
e. Sum lines 3a through 3d	10700					
4. Nonwood roofing, nonwood siding, and insulation materials						
a. Nonwood roofing	10721					
b. Nonwood siding	10722					

42307082



CONTINUE WITH 22 ON PAGE 9

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
4. Nonwood roofing, nonwood siding, and insulation materials - Continued						
c. Insulation materials	10723					
d. Sum lines 4a through 4c	10720					
5. Flat glass and other construction glass	10730					
6. Other construction products and materials						
a. Rain-carrying equipment, including gutters and down spouts	10741					
b. Prefabricated buildings and nonwood structural assemblies	10742					
c. Manufactured mobile homes	10743					
d. Other construction materials, including house wraps, vapor barriers, and construction papers	10744					
e. Sum lines 6a through 6d	10740					
7. Paint, paint supplies, wallpaper, and wallpaper supplies	16000					
8. Flooring and floor coverings	10530					
9. Flat iron and steel products	11120					
10. Iron and steel wire and wire products	11140					
11. Iron and steel pipes and tubing	11150					
12. Iron and steel bars, structural shapes, and other iron and steel products	11160					
13. Aluminum shapes and forms	11220					
14. Plumbing and hydronic heating equipment and supplies, including gas appliances, water heaters, and other water system components	11800					
15. Electric household appliances, including gas clothes dryers	11500					
16. Electrical apparatus and equipment	11400					
17. Electronic parts and equipment, excluding communications equipment	11600					
18. Hardware	11700					
19. Forced-air heating and air-conditioning equipment and supplies	11900					
20. Abrasives, strapping, tape, ink, and mechanical rubber goods	12460					
21. Nonlumber forest products, including cordwood, hewn posts, poles, and railroad ties	13120					
22. Plastics materials and basic shapes	15300					

42307090



CONTINUE WITH **22** ON PAGE 10

CONTINUE ON PAGE 10

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
23. Adhesives, sealants, and other chemicals and allied products, excluding plastics, gases, and petroleum	15330					
24. Miscellaneous commodities - <i>Specify</i> ↴						
a. _____	19811					
b. _____	19812					
c. _____	19813					
25. Rental and operating lease receipts	19940					
26. Service receipts and labor charges, including installed parts						
a. Labor charges for repair work	19701					
b. Parts installed in repair work	19702					
c. Other service receipts and labor charges - <i>Specify</i> ↴						
_____	19703					
d. Sum lines 26a through 26c	19700					
27. Construction receipts	19950					
28. TOTAL (Should equal 5 , line A if reporting in dollars.)	19990					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**

B. Receipts of this establishment from customers for shipping and handling of merchandise. 0985

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

C. Are receipts for shipping and handling included in sales and receipts (reported in **5**, line A)?

0988 Yes

0989 No

25 Not Applicable.

42307108



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

26 SPECIAL INQUIRIES

A. EMPLOYMENT BY PRIMARY FUNCTION

(List the number of employees reported in **7**, line A, by the employee's primary function.)

- 1. Selling
- 2. Sales support - including office, clerical, warehousing, customer service, maintenance employees, and drivers
- 3. General support of other establishments in your company - including central administrative, accounting, research, and other support employees
- 4. Packaging
- 5. Production - including employees who manufacture products from raw materials or semi-finished products (Report 'knockdown' assembly employees on line 6 below.)
- 6. 'Knockdown' assembly - assembling prefabricated components designed for a single application or reassembly of completed products
- 7. Other - Specify **7**
 0837
- 8. **TOTAL** (Add lines 1 through 7. Total should equal **7**, line A.)

Census use	2007			
	Paid employees			
1131				
1132				
1133				
1135				
1136				
1134				
1137				
1138				

B. PERCENT OF DROP SHIPPED SALES

Percentage of sales (reported in **5**, line A) that were drop shipped and did not enter this establishment

1111

2007	
Whole percent of sales and receipts	
	%

CONTINUE WITH **26** ON PAGE 12

42307116

26 SPECIAL INQUIRIES - Continued

C. OTHER ESTABLISHMENT ACTIVITIES

1. Did this establishment design, engineer, or formulate the manufactured products that it sold, produced, or shipped?

0318 Yes

0319 No

2. Which of the following best describes this establishment's primary activity? (Mark "X" only ONE box.)

0362 Providing contract manufacturing services for others

0363 Transforming raw materials or components into new products that this establishment owns or controls

0364 Reselling goods manufactured by others (with or without minor final assembly)

0365 Other - Specify ↴

0366

3. Did this establishment purchase contract manufacturing services from other companies or other establishments of your company to process materials or components that this establishment owns or controls?

0496 Yes, primarily with establishments WITHIN the 50 States and the District of Columbia

0497 Yes, primarily with establishments OUTSIDE of the 50 States and the District of Columbia

0498 No

27-29 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
	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>

Name of person to contact regarding this report

Title

Telephone	Area code	Number			Extension	Fax	Area code	Number		
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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.

42307124

