



2007 ECONOMIC CENSUS

Hardware, and Plumbing and Heating Equipment and Supplies

DUE DATE
FEBRUARY 12, 2008

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

WH-42321

**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

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 30.) 0002

HOW TO REPORT DOLLAR FIGURES

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

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

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

Report →

Report →

Mark "X" if None

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

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

1121 Yes - Go to line C

1122 No - Go to line E

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

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

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

Mark "X" if None

2007	
Percent	
	%

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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.

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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

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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 423 710 00 1 Hardware
- 423 720 00 1 Plumbing and heating equipment and supplies, including gas appliances, water heaters, and other water system components
- 423 730 00 1 Forced-air heating and air-conditioning equipment and supplies
- 423 740 00 1 Refrigeration equipment and supplies
- 423 610 00 3 Electrical apparatus and equipment, including light fixtures, light bulbs, wiring supplies, and electrical controls
- 423 830 30 1 General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics
- 423 510 11 1 Ferrous metals service center with inventory
- 423 510 12 1 Ferrous metals sales office without inventory
- 423 390 20 2 Construction materials
- 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**

Agent, broker, or commission merchant

- 41 Auction company
- 42 Broker, representing buyers and sellers
- 43 Commission merchant
- 44 Import agent

CONTINUE WITH 19 ON PAGE 6

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19 B. TYPE OF OPERATION - Continued

Agent, broker, or commission merchant - Continued

- 0600 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

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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.)

		2007	Whole percent of sales and receipts
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 ↴		
	0874 _____ 0272		%
13. TOTAL			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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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. Hardware						
a. Hand tools, including power driven tools	11711					
b. Bolts, nuts, rivets, and other fasteners, excluding nails (Report nails on line 2.)	11712					
c. Cutlery	11713					
d. Sum lines 1a through 1c	11700					
2. Nails	11142					
3. Plumbing and hydronic heating equipment and supplies, including gas appliances, water heaters, and other water system components						
a. Plastic pipe fittings and valves, excluding pipes and tubing	11811					
b. Metal pipe fittings and valves, excluding pipes and tubing	11812					
c. Plumbing fixtures	11813					
d. Hydronic and gas furnaces, stoves, water heaters, excluding electric	11814					
e. Boilers, radiators, and convectors	11815					
f. Well pumps and motors, water storage tanks, water conditioning and treatment devices	11816					
g. Other plumbing and heating equipment and supplies	11818					
h. Sum lines 3a through 3g	11800					
4. Forced-air heating and air-conditioning equipment and supplies						
a. Forced air furnaces	11911					
b. Central air-conditioners	11912					
c. Heat pumps	11914					
d. Air cleaning and filtration systems	11916					
e. Compressors for air-conditioners	11917					
f. Condensing units for air-conditioners	11918					

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CONTINUE WITH 2 ON PAGE 9

CONTINUE 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. Forced-air heating and air-conditioning equipment and supplies - Continued						
g. Registers, grills, duct insulation, and pre-formed duct work, excluding unformed sheet metal (Report unformed sheet metal on line 16.)	11919					
h. Sum lines 4a through 4g	11900					
5. Refrigeration equipment and supplies, including commercial refrigerators						
a. Commercial refrigerators	12011					
b. Unit coolers for commercial refrigerators	12012					
c. Condensing units for commercial refrigerators	12013					
d. Refrigerants	12014					
e. Other commercial refrigeration equipment and supplies	12015					
f. Sum lines 5a through 5e	12000					
6. Iron and steel pipes and tubing	11150					
7. Alloy steel, including pipes and tubing	11170					
8. Copper and brass, including pipes and tubing	11200					
9. Aluminum shapes and forms, including pipes and tubing	11220					
10. Plastics materials and basic shapes, including pipes and tubing	15300					
11. Plywood 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 11a through 11f	10620					
12. Nonwood roofing, nonwood siding, and insulation materials	10720					
13. Electrical apparatus and equipment	11400					

CONTINUE WITH 22 ON PAGE 10

CONTINUE ON PAGE 10

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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
14. Electric household appliances, including room air-conditioners and gas clothes dryers	11500					
15. Electronic parts and equipment, excluding communications equipment	11600					
16. Flat iron and steel products	11120					
17. Iron and steel wire and wire products	11140					
18. General-purpose industrial machinery, equipment, and parts	12320					
19. Metalworking machinery, equipment, and parts	12330					
20. Materials handling machinery, equipment, and parts	12340					
21. Industrial containers and supplies	12450					
22. Abrasives, strapping, tape, ink, and mechanical rubber goods	12460					
23. Farm machinery, equipment, and parts	12200					
24. Lawn and garden machinery, equipment, and parts	12220					
25. Construction and mining machinery and equipment, including parts and attachments	12100					
26. Farm supplies, including agricultural chemicals	15800					
27. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	15330					
28. Refined petroleum products, excluding liquefied petroleum (LP)	15400					
29. Liquefied petroleum (LP)	15420					
30. Sporting and recreational goods and supplies	12700					
31. Concrete, cement, sand, gravel, stone, brick, block, and tile	10700					
32. Construction products and materials	10740					
33. New and rebuilt automotive parts and supplies	10200					
34. Household and lawn furniture	10400					
35. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10540					
36. Packaged computer software, including game software and cartridges	10950					
37. Restaurant and hotel equipment and supplies	10960					
38. Store machines and equipment	10970					
39. Paint, paint supplies, wallpaper, and wallpaper supplies	16000					

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CONTINUE WITH **22** ON PAGE 11

CONTINUE ON PAGE 11

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
40. Flooring and floor coverings	10530									
41. Miscellaneous commodities - <i>Specify</i> ↴										
a. _____	19811									
b. _____	19812									
c. _____	19813									
42. Rental and operating lease receipts	19940									
43. 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 43a through 43c	19700									
44. Construction receipts	19950									
45. Receipts for installing equipment	19740									
46. Receipts for service contracts	19720									
47. 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.

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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 \nearrow

Cen- sus use	2007	
	Paid employees	
1131		
1132		
1133		
1135		
1136		
1134		
0837		
1137		
1138		

8. TOTAL (Add lines 1 through 7. Total should equal 7, line A.)

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	
	%

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 \rightarrow

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.

42321125

