



2007 ECONOMIC CENSUS

Grocery Wholesalers

DUE DATE
FEBRUARY 12, 2008

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

WH-42409

**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

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.

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
<input type="checkbox"/>	

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.
<input type="checkbox"/>				
<input type="checkbox"/>				

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.
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				

Mark "X" if None	End of 2006			
	\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				

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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 424 410 00 1 General-line groceries, including dried milk
- 424 490 10 1 Coffee, tea, and powdered drink mixes
- 424 490 20 1 Bread and baked goods, including baking ingredients and spices
- 424 490 30 1 Soft drinks and bottled water, including beverage concentrates
- 424 490 40 1 Nonperishable (canned) food, including condensed and evaporated milk
- 424 420 00 1 Packaged frozen food
- 424 450 00 1 Confectioneries, including candy, nuts, chips, and popcorn
- 424 480 00 1 Fresh fruits and vegetables
- 424 430 20 1 Dairy products, excluding dried, canned, and raw milk and cream
- 424 440 20 1 Poultry and poultry products, excluding live poultry
- 424 470 00 1 Meat and meat products
- 424 460 00 1 Fish and seafood
- 424 490 50 1 Food and beverage basic materials, including industrial molasses
- 424 490 60 1 Other grocery specialties
- 424 940 00 1 Tobacco and tobacco products
- 424 210 10 2 General-line drugs
- 424 210 20 1 Specialty-line drugs, cosmetics, and toiletries, including vitamins, supplements, and first aid supplies
- 424 510 00 1 Grain and field beans
- 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

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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

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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.)

- 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 []

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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. Packaged frozen food						
a. Frozen meals	14111					
b. Frozen poultry products	14118					
c. Frozen meat products	14115					
d. Frozen fish and seafood products	14112					
e. Frozen vegetables	14113					
f. Frozen fruits and fruit juices	14114					
g. Frozen baked goods	14116					
h. Other frozen foods, excluding frozen dairy products	14117					
i. Sum lines 1a through 1h	14100					
2. Confectioneries						
a. Candy	14411					
b. Chewing gum	14412					
c. Nuts	14413					
d. Chips and popcorn	14414					
e. Other confectioneries	14415					
f. Sum lines 2a through 2e	14400					
3. Bread, baked goods, and baking ingredients						
a. Bread and rolls	14821					
b. Cookies and cakes	14822					
c. Cooking oils and margarine	14823					
d. Flour	14824					
e. Refined sugar	14825					

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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
3. Bread, baked goods, and baking ingredients - Continued						
f. Spices	14826					
g. Baking mixes and dough	14827					
h. Other baked goods, including crackers	14829					
i. Sum lines 3a through 3h	14820					
4. Nonperishable (canned) food						
a. Nonperishable (canned) fruits, vegetables, and juices	14831					
b. Baby food	14832					
c. Nonperishable (canned) meat	14833					
d. Nonperishable (canned) fish and seafood	14834					
e. Nonperishable (canned) milk	14835					
f. Pickles and olives	14837					
g. Preserves, jellies, jams, peanut butter, and honey	14838					
h. Sauces, salad dressing, dips, and vinegar	14839					
i. Condiments	14841					
j. Soup	14842					
k. Other canned food, including canned poultry products	14848					
l. Sum lines 4a through 4k	14830					
5. Soft drinks, bottled water, and nonalcoholic beverages						
a. Pre-mix and post-mix bulk soft drinks	14852					
b. Packaged soft drinks	14851					
c. Bottled water	14853					
d. Nonalcoholic beer and mixers	14854					
e. Sport and energy drinks	14855					
f. Sum lines 5a through 5e	14850					

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
6. Coffee, tea, and powdered drink mixes						
a. Coffee	14811					
b. Tea	14812					
c. Powdered drink mixes	14814					
d. Sum lines 6a through 6c	14800					
7. Dairy products, excluding dried, canned, condensed, and evaporated dairy products						
a. Raw milk and cream	14215					
b. Milk and cream, excluding raw milk and cream	14213					
c. Butter	14211					
d. Cheese	14212					
e. Yogurt	14217					
f. Ice cream and other frozen dairy products	14214					
g. Other dairy products	14216					
h. Sum lines 7a through 7g	14200					
8. Fresh fruits and vegetables	14700					
9. Fresh meat and meat products						
a. Beef not slaughtered on location	14611					
b. Veal not slaughtered on location	14612					
c. Lamb and mutton not slaughtered on location	14613					
d. Pork not slaughtered on location	14614					
e. Sausage and prepared meats made on location	14615					
f. Sausage and prepared meats not made on location	14616					
g. Meat from animals slaughtered on location	14617					
h. Other meat products, including deli meat	14618					
i. Sum lines 9a through 9h	14600					
10. Poultry and poultry products, excluding canned and frozen poultry products	14300					
11. Fish and seafood, excluding canned and frozen fish and seafood	14500					

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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
12. Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast	14870					
13. Grocery specialties						
a. Pasta	14882					
b. Breakfast cereals and bars	14881					
c. Rice	14883					
d. Packaged meals, excluding frozen	14884					
e. Pet food	14885					
f. Other grocery specialties, including dried and soy milk	14888					
g. Sum lines 13a through 13f	14880					
14. Paper and plastic products	13400					
15. Restaurant and hotel equipment and supplies	10960					
16. Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries, including veterinarians' medicines	13500					
17. Grains, beans, and seeds	14900					
18. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	15330					
19. Tobacco and tobacco products	15900					
20. Laundry and dry-cleaning equipment and supplies	12530					
21. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10540					
22. Beer and ale	15600					
23. Wine and distilled alcoholic beverages	15700					
24. Miscellaneous commodities - <i>Specify</i> ↴						
a. _____	19811					
b. _____	19812					
c. _____	19813					
25. Rental and operating lease receipts	19940					

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CONTINUE WITH **22** ON PAGE 12

CONTINUE ON PAGE 12

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

0723	Description of sales, shipments, receipts, or revenue	Cen- sus use	2007							
			Estimates are acceptable. Report dollars OR percents.							
			\$ Bil.	Mil.	Thou.	Dol.	Percent			
		0720	0721							0722
	26. Service receipts and labor charges, including installed parts	19700								
	27. 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**

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**, line A)?

0988 Yes

0989 No

25 Not Applicable.

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 1131
- 2. Sales support - including office, clerical, warehousing, customer service, maintenance employees, and drivers 1132
- 3. General support of other establishments in your company - including central administrative, accounting, research, and other support employees 1133
- 4. Packaging 1135
- 5. Production - including employees who manufacture products from raw materials or semi-finished products (Report 'knockdown' assembly employees on line 6 below.) 1136
- 6. 'Knockdown' assembly - assembling prefabricated components designed for a single application or reassembly of completed products 1134
- 7. Other - Specify **7**

0837

8. TOTAL (Add lines 1 through 7. Total should equal **7**, line A.) 1138

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

CONTINUE WITH **26** ON PAGE 13

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

26 SPECIAL INQUIRIES - Continued

B. GENERAL LINE GROCERIES

Mark "X" only ONE box if this establishment is a:

- 1181 Voluntary group wholesaler (An establishment affiliated with independent retailers engaged in joint sales promotions under a group name)
- 1182 Retail-cooperative wholesaler (An establishment owned and operated cooperatively by independent retailers buying collectively)
- 1183 Other grocery wholesaler

C. GOODS PURCHASED FROM FARMERS

Were 50 percent or more of the goods sold by this establishment in 2007 purchased directly from farmers?

- 1171 Yes
- 1172 No

D. 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		
<table border="1" style="width: 100%;"> <tr> <td style="width: 80%;"></td> <td style="width: 20%; text-align: center;">%</td> </tr> </table>		%
	%	

E. 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.

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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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