



2007 ECONOMIC CENSUS

Agents, Brokers, and Electronic Markets, Durable Goods

DUE DATE
FEBRUARY 12, 2008

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

WH-42501

**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 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

 0018

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

42501023



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.

42501031



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

42501049



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.)

Electronic Markets

0700 425 110 00 3 Business-to-business electronic markets

Agents and Brokers

425 120 31 2 Motor vehicle and motor vehicle parts and supplies agents and brokers

425 120 32 2 Furniture and home furnishings agents and brokers

425 120 33 2 Lumber and other construction materials agents and brokers

425 120 34 2 Professional and commercial equipment and supplies agents and brokers

425 120 35 2 Metal and mineral (except petroleum) agents and brokers

425 120 36 2 Electrical and electronic goods agents and brokers

425 120 37 2 Hardware, plumbing, and heating equipment and supplies agents and brokers

425 120 38 2 Machinery, equipment, and supplies agents and brokers

425 120 39 2 Miscellaneous durable goods agents and brokers

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

45 Export agent

46 Manufacturers' agent

CONTINUE WITH 19 ON PAGE 6

CONTINUE ON PAGE 6

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

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

HOW TO REPORT PERCENTS

If figure is **38.76%** of total sales:

Report whole percents

2007				
Estimates are acceptable. Report dollars OR percents.				
\$ Bil.	Mil.	Thou.	Dol.	Percent
				3 9

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

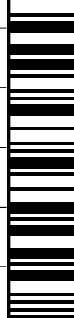
(Report sales for each product line sold by this establishment, either as a dollar figure or as a whole percent of total sales reported in 5, line A. Include the value of merchandise marketed under capital, finance, or full payout leases, and rental receipts derived from merchandise under operating leases. 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	Census use	2007								
		Estimates are acceptable. Report dollars OR percents.								
		\$ Bil.	Mil.	Thou.	Dol.	Percent				
0723	0720	0721								0722
1. Electrical apparatus and equipment										
a. Power and distribution transformers	11411									
b. Switchgear and switchboard apparatus	11412									
c. Motors and generators, including motor-generator sets	11413									
d. Conduit, raceway, and fittings	11414									
e. Electric light bulbs	11415									
f. Interior wiring, excluding conduit	11416									
g. Exterior wiring and cables, excluding conduit	11417									
h. Lighting fixtures	11418									
i. Industrial controls	11419									

CONTINUE WITH 22 ON PAGE 8

CONTINUE ON PAGE 8

42501072



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
1. Electrical apparatus and equipment - Continued						
j. Other electrical apparatus and equipment, including fuses and lightning rods	11421					
k. Sum lines 1a through 1j	11400					
2. General-purpose industrial machinery, equipment, and parts						
a. New pumps, compressors, and equipment	12321					
b. New diesel engines, excluding automotive engines	12323					
c. New controlling, recording, and indicating instruments and accessories	12326					
d. Other new general-purpose industrial machinery and equipment	12327					
e. Used general-purpose industrial machinery and equipment	12328					
f. Sum lines 2a through 2e	12320					
3. Electronic parts and equipment, excluding communications equipment						
a. Integrated circuits	11612					
b. Capacitors and resistors	11613					
c. Semiconductors	11615					
d. Electronic connectors and other passive electronic parts	11616					
e. Other electronic parts and equipment	11618					
f. Sum lines 3a through 3e	11600					
4. Other industrial machinery, equipment, and parts						
a. New metal smelting and refining machinery and equipment	12361					
b. New power plant machinery, excluding electrical	12362					
c. New printing trades machinery, equipment, and supplies	12363					
d. New textile and sewing machinery and equipment	12364					
e. New woodworking machinery	12365					
f. Other new industrial machinery and equipment, including industrial water treatment equipment	12366					
g. Used industrial machinery and equipment	12367					
h. Sum lines 4a through 4g	12360					
5. Electric household appliances	11500					

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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
6. Sporting and recreational goods and supplies						
a. Firearms, ammunition, reloading equipment, archery supplies, shooting aids, and accessories	12711					
b. Bicycles and bicycle tires and tubes	12712					
c. Billiards, pool, and bowling equipment, and accessories	12713					
d. Camping and fishing equipment and accessories	12714					
e. Athletic equipment and accessories	12715					
f. Skiing and snowboarding equipment	12716					
g. Marine pleasure craft, equipment, and accessories	12717					
h. Other sporting and recreational goods, including go-carts, bingo supplies, and playground equipment	12718					
i. Sum lines 6a through 6h	12700					
7. Iron and steel wire and wire products, including nails	11140					
8. Toys and hobby goods and supplies						
a. Video game players, including dedicated game terminals and hand-held electronic games (Report electronic digital video disc (DVD) based game consoles on line 5.)	12811					
b. Other toys and games, including children's vehicles	12812					
c. Crafts and craft supplies	12813					
d. Other hobby goods and accessories	12814					
e. Fireworks and firecrackers	12815					
f. Sum lines 8a through 8e	12800					
9. Semi-finished iron and steel products	11100					
10. Flat iron and steel products	11120					
11. Iron and steel pipes and tubing	11150					
12. Other iron and steel products	11160					
13. Stainless steel	11180					
14. Household and lawn furniture						
a. Upholstered furniture	10411					
b. Mattresses and beds	10412					

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. Household and lawn furniture - Continued						
c. Lawn and outdoor furniture	10413					
d. Sleep sofas	10415					
e. Other furniture	10414					
f. Sum lines 14a through 14e	10400					
15. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10540					
16. Office and business furniture	10420					
17. Plywood and millwork						
a. Wood millwork, including moldings, doors, windows, and cabinets	10624					
b. Other panel products, including hardwood plywood, hardwood veneer, and particleboard	10622					
c. Sum lines 17a and 17b	10620					
18. Nonwood roofing, nonwood siding, and insulation materials						
a. Nonwood roofing	10721					
b. Nonwood siding	10722					
c. Insulation materials	10723					
d. Sum lines 18a through 18c	10720					
19. Surgical, medical, and hospital supplies						
a. Surgical and medical instruments and equipment	11011					
b. Orthopedic and prosthetic appliances and supplies	11012					
c. Other surgical, medical, and hospital supplies	11013					
d. Sum lines 19a through 19c	11000					
20. New computer equipment						
a. Computers	10921					
b. Computer storage devices	10922					
c. Computer printers	10923					
d. Other computer peripheral equipment	10924					
e. Sum lines 20a through 20d	10920					

CONTINUE WITH **22** ON PAGE 11

CONTINUE ON PAGE 11

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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

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
21. 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. Other plumbing and heating equipment and supplies	11818					
g. Sum lines 21a through 21f	11800					
22. Hardware						
a. Hand tools, including power driven tools	11711					
b. Bolts, nuts, rivets, and other fasteners, excluding nails (<i>Report nails on line 7.</i>)	11712					
c. Cutlery	11713					
d. Sum lines 22a through 22c	11700					
23. New and rebuilt automotive parts and supplies, and trailer parts and supplies						
a. Brake parts, including fluid and all disk and drum parts	10214					
b. Engine parts, excluding electrical parts	10219					
c. Other automotive parts and supplies	10223					
d. Automotive accessories, excluding car stereos and CD players	10224					
e. Sum lines 23a through 23d	10200					
24. New and used automobiles, motorcycles, and trailers						
a. New automobiles	10111					
b. Used automobiles	10112					
c. Motorcycles	10113					
d. Motor scooters, mopeds, golf carts, snowmobiles, and utility trailers	10114					
e. Sum lines 24a through 24d	10100					

CONTINUE WITH **22** ON PAGE 12

CONTINUE ON PAGE 12

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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
25. Miscellaneous commodities - <i>Specify</i> ↴						
a. _____	19811					
b. _____	19812					
c. _____	19813					
26. 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.

42501122



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 ↴

 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	
	%

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

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.

42501130

