



# 2002 ECONOMIC CENSUS SOFTWARE PUBLISHING

FORM  
**IN-51106**

OMB No. 0607-0887: Approval Expires 09/30/2004

**DUE DATE**  
**FEBRUARY 12, 2003**

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

IN-51106

**Please read** the accompanying information sheet(s) before answering the questions.

**Need help or have questions about filling out this form?**

**Visit** our Web site at [www.census.gov/econhelp](http://www.census.gov/econhelp)

**Call** 1-800-233-6136, between 8:00 a.m. and 8:00 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.

**INFORMATION COPY  
DO NOT USE TO REPORT**

(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 ink.
- Do not use pencil.
- Place an "X" inside the box.
- Please center numbers in their respective boxes. Examples:
- Do not put slashes through 0 or 7.

<input checked="" type="checkbox"/>	0	1	2	3	4	5	6	7	8	9
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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 MONTHS IN OPERATION**

Number of months in operation during 2002 (If none, mark "X" and go to 29.) . . . . . 0002

2002	
Number of months	

Mark "X" if None

**2 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 2002 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021  Yes      0022  No - Enter current EIN (9 digits) → 0025

**3 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

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.?**

0041  Yes      0042  No      0043  No legal boundaries      0044  Do not know

**C. Type of municipality where this establishment is physically located**

0046  City, village, or borough      0047  Town or township      0048  Other or do not know



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**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):

Mark "X" if None

**Report** →

**Report** →

2002			
\$ Bil.	Mil.	Thou.	Dol.
	1	026	

**4 SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

Mark "X" if None

Operating receipts . . . . . 0100

2002			
\$ Bil.	Mil.	Thou.	Dol.

**5 E-COMMERCE SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

**A.** Did this establishment have any e-commerce sales, receipts, and/or revenue in 2002? (*E-commerce includes sales, receipts, and/or revenue from any transaction completed over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods or services may or may not be made online. Please see the information sheet(s) for further clarification.*)

0181  Yes - Go to line B

0182  No - Go to **6**

**B.** E-commerce sales, receipts, and/or revenue of this establishment (*Include e-commerce sales, receipts, and/or revenue in 4. Exclude sales taxes.*) . . . . . 0185

2002			
Estimates are acceptable			
\$ Bil.	Mil.	Thou.	Dol.

**6 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 **2**.

**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.

For further clarification, see information sheet(s).

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

Mark "X" if None

2002	
Number	

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

**1.** Annual payroll . . . . . 0300

**2.** First quarter payroll (*January-March, 2002*). . . . . 0310

Mark "X" if None

2002		
\$ Mil.	Thou.	Dol.



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

**7** LEASED EMPLOYMENT AND PAYROLL

**A.** Did this establishment have any full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN?

**Exclude:**

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- 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.
- Employees already reported in **6**.

For further clarification, see information sheet(s).

0241  Yes - Go to line B

0242  No - Go to **10**

Mark "X" if None	2002		
	Number		

**B.** Number of leased employees for pay period including March 12 . . . . . 0370

**C.** Payroll for leased employees before deductions (Exclude employer's cost for fringe benefits.)

**1.** Annual payroll for leased employees . . . . . 0350

2002		
\$ Mil.	Thou.	Dol.

**2.** First quarter payroll for leased employees (January-March, 2002) . . . . . 0360

Mark "X" if None	2002		
	\$ Mil.	Thou.	Dol.

**8 - 9** Not Applicable.



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**10 INVENTORIES**

(Report inventories using generally accepted accounting practices.)

**A.** Did this establishment have inventories at the end of 2001 or 2002?

0486  Yes - Go to line B                      0487  No - Go to **13**

**B.** Were inventories of this establishment subject to the Last-in, First-out (LIFO) method of valuation?

0481  Yes - Use the sum of the LIFO amount (E2) plus the LIFO reserve (E1) for completing lines C and D2.  
 0482  No - Complete only lines C1 through D1. Line D1 should equal line C4.

C. Inventory by category	Mark "X" if None	End of 2002				Mark "X" if None	End of 2001				
		\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.	
1. Finished goods . . . . . 0461	<input type="checkbox"/>					0471	<input type="checkbox"/>				
2. Work-in-process . . . . . 0463	<input type="checkbox"/>					0473	<input type="checkbox"/>				
3. Materials, supplies, fuels, etc. . . . . 0462	<input type="checkbox"/>					0472	<input type="checkbox"/>				
4. <b>Total inventories</b> (Sum lines C1 through C3). . . . . 0460	<input type="checkbox"/>					0470	<input type="checkbox"/>				
<b>D.</b> Of the value on line C4 report:											
1. Amount not subject to LIFO costing (Report detail in <b>1</b> .) . . . . . 0464	<input type="checkbox"/>					0474	<input type="checkbox"/>				
2. Amount subject to LIFO costing (gross) . . . . . 0465	<input type="checkbox"/>					0475	<input type="checkbox"/>				
<b>E.</b> Of the value on line D2 report:											
1. Amount of LIFO reserve. . . . . 0466	<input type="checkbox"/>					0476	<input type="checkbox"/>				
2. Amount of LIFO value (net) . . . . . 0467	<input type="checkbox"/>					0477	<input type="checkbox"/>				

**11 INVENTORY VALUATION**

Methods of valuation for inventories not subject to LIFO costing at the end of 2002

(Using the inventory value reported in **10**, line D1 above, report the breakdown of the value for end of 2002 according to the inventory valuation methods shown below.)

A. First-in, First-out (FIFO) . . . . . 0491	Mark "X" if None	End of 2002			
		\$ Bil.	Mil.	Thou.	Dol.
B. Average cost . . . . . 0492	<input type="checkbox"/>				
C. Standard cost . . . . . 0493	<input type="checkbox"/>				
D. Other methods - Specify $\nabla$					
0895 <input type="text"/>	<input type="checkbox"/>				
E. <b>TOTAL</b> (Sum of lines A through D should equal the value reported in <b>10</b> , line D1 for end of 2002.) . . . . . 0490	<input type="checkbox"/>				

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

12-17 Not Applicable.

18 KIND OF BUSINESS OR ACTIVITY
Principal kind of business or activity in 2002
(Mark "X" only ONE box.)

Software publishing

- 0700 511 210 00 10 Software publishers, including developing and publishing or publishing only, packaged software
511 210 00 28 Sales offices of software publishers
777 511 06 17 Other software publisher's office - Specify

0701 [Empty box]

Other publishing

- 777 511 06 25 Publishers, including directory, map, book, etc. (Exclude publishing exclusively on the Internet.) - Specify type of content

0701 [Empty box]

- 777 510 00 30 Internet publishers, publishing exclusively on the Internet - Specify type of content

0701 [Empty box]

Other kind of business or activity

- 541 511 00 39 Software developers or designers, on a contract basis
541 511 00 13 Custom computer programming services
541 512 10 28 Computer systems integrators
514 210 00 89 Application service providers (ASPs) - providing computer applications to businesses and individuals on a pay-per-use or periodic fee basis over the Internet
514 210 00 22 Business process management services - providing hardware and software to support, host, and manage a business process for clients, including human resources management, supply chain management, etc.
514 210 00 14 Data processing service bureaus - providing data entry, image processing, database management, record conversion, and other computer processing services from central processing centers
339 932 00 13 Video console game manufacturer, excluding game software publishers
334 611 00 12 Software duplication
421 430 20 20 Computer software wholesaler, buying and reselling packaged computer software
773 000 00 28 Other kind of business or activity - Specify

0701 [Empty box]

19-21 Not Applicable.



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<b>HOW TO REPORT PERCENTS</b>		2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
If figure is <b>38.76%</b> of total sales:		<b>Report whole percents</b>			3 9	

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE  
 (Report receipts by source either as a dollar figure or as a whole percent of total receipts (reported in 4). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)

- Line 2c** - Include professional accounting software, human resource management software, customer relations management software, geographic information system software, web page/site design software, etc.
- Line 2d** - Include software that performs a wide range of business functions for a specific industry such as manufacturing, retail, healthcare, engineering, restaurants, etc.
- Line 2e** - Include small computer programs that perform a specific task. Examples include: compression, anti-virus, search engine, font, file viewer, and voice recognition programs.
- Line 3** - Include expert advice or testimony on technical matters such as hardware and software requirements and procurement, systems integration, and systems security. Exclude advice on issues related to business strategy, and where advice service is bundled with the design and development of an IT solution.
- Line 4** - Include designing the structure and/or writing the computer code necessary to create and/or implement a software application.
- Line 5** - Include the provision of leased software applications from a centralized, hosted, and managed computing environment.
- Line 6** - Include bundled service package that combines information technology-intensive services with labor (manual or professional depending on the solution), machinery, and facilities to support, host, and manage a business process for a client.
- Line 7** - Include the provision of customer support in using or trouble-shooting the software, including upgrade services and the provision of patches and updates.
- Line 9** - Include training services for the use of computer hardware, software, networks, or other IT-related topic.

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>1.</b> System software publishing						
<b>a.</b> Operating systems software publishing . . . . .	35601					
<b>b.</b> Network software publishing . . . . .	35602					
<b>c.</b> Database management software publishing . . . . .	35603					
<b>d.</b> Development tools and programming languages software publishing	35604					
<b>e.</b> Other systems software publishing - <i>Specify</i> ↴						
_____	35605					
<b>f. Sum lines 1a through 1e</b> . . . . .	35600					
<b>2.</b> Application software publishing						
<b>a.</b> General business productivity and home use applications publishing, excluding game publishing . . . . .	35651					
<b>b.</b> Game software publishing . . . . .	35652					
<b>c.</b> Cross-industry application software publishing . . . . .	35653					
<b>d.</b> Vertical market application software publishing . . . . .	35654					

CONTINUE WITH 2 ON PAGE 7

**CONTINUE ON PAGE 7**

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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	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>2.</b> Application software publishing - Continued						
<b>e.</b> Utilities software publishing . . . . .	35655					
<b>f.</b> Other application software publishing - <i>Specify</i> ↴						
_____	35656					
<b>g. Sum lines 2a through 2f</b> . . . . .	35650					
<b>3.</b> Information technology (IT) technical consulting services . . . . .	35000					
<b>4.</b> Custom application design and development services						
<b>a.</b> Web site design and development services . . . . .	35051					
<b>b.</b> Database design and development services . . . . .	35052					
<b>c.</b> Customization and integration of cross-industry applications . . . . .	35053					
<b>d.</b> Customization and integration of vertical-market applications . . . . .	35054					
<b>e.</b> Other custom application design and development services - <i>Specify</i> ↴						
_____	35055					
<b>f. Sum lines 4a through 4e</b> . . . . .	35050					
<b>5.</b> Application service provisioning . . . . .	35250					
<b>6.</b> Business process management services . . . . .	35300					
<b>7.</b> Software-related technical support services . . . . .	35501					
<b>8.</b> Resale of computer hardware and software . . . . .	35700					
<b>9.</b> Information technology (IT) related training services . . . . .	35760					
<b>10.</b> Sale of merchandise, excluding computer hardware and software - <i>Specify</i> ↴						
_____	39035					
<b>11.</b> All other receipts - <i>Specify if more than 10 percent of total receipts</i> ↴						
_____	39527					
<b>12. TOTAL RECEIPTS - Sum of lines should equal 4 if reporting in dollars</b> . . . . .	39690					1 0 0

**23-24** Not Applicable.



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**25** EXPORTS OF GOODS AND SERVICES

**NOTE** - An export is a tangible or intangible product (i.e., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Products provided to domestic subsidiaries of foreign firms are excluded.

**A.** Did the receipts (reported in **4**) include any amounts for exported goods or services?

0911  Yes - Go to line B

0912  No

2002			
\$ Bil.	Mil.	Thou.	Dol.

**B.** Amount of receipts for exported goods or services . . . . . 0914

**26-28** Not Applicable.

**29** OPERATIONAL STATUS

Activity that best describes this establishment's status at the end of 2002  
(Mark "X" only ONE box.)

0011  In operation

0014  Ceased operation - Give date at right →

0018	Month	Day	Year

0013  Temporarily or seasonally inactive

0015  Sold or leased to another operator - Give date at right AND enter new name and mailing address below ↴

0060 Name of new owner or operator		0061 Employer Identification Number	
		Enter EIN of new owner (9 digits) →	
0062 Mailing address (number and street, P.O. Box, etc.)			
0063 City, town, village, etc.		0064 State	0065 ZIP Code

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?

0078  Yes      0079  No - Enter time period covered →

FROM	Month	Year	TO	Month	Year
0070			0071		

0072 Name of person to contact regarding this report		0073 Title	

Telephone	Area code	Number	Extension	Fax	Area code	Number
0074				0075		

0076 Internet e-mail address			Date completed	Month	Day	Year
			0069			

**Thank you for completing your 2002 Economic Census form.**  
**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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