



# 2007 ECONOMIC CENSUS

## Industrial Supplies

**DUE DATE**  
**FEBRUARY 12, 2008**

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

**WH-42329**

**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](http://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

  
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:**

**Report** →

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

**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

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

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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>B.</b> Payroll before deductions (Exclude employer's cost for fringe benefits.)	Mark "X" if None	2007			
		\$ Bil.	Mil.	Thou.	Dol.
1. Annual payroll . . . . . 0300	<input type="checkbox"/>				
2. First quarter payroll (January-March, 2007) . . . . . 0310	<input type="checkbox"/>				

**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.

<b>1. Total inventories before Last-in, First-out (LIFO) adjustment (if any) . . . . . 0460</b>	Mark "X" if None	End of 2007				Mark "X" if None	End of 2006			
		\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>										
<b>2. LIFO reserve (if any) . . . 0466</b>	<input type="checkbox"/>									
<b>3. Total inventories after LIFO adjustment (Line B1 minus line B2) . 0468</b>	<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 423 840 10 1  General-line industrial supplies
- 423 840 20 1  Mechanical power transmission supplies
- 423 840 30 1  Welding supplies, excluding gases
- 424 690 10 1  Industrial gases, excluding liquefied petroleum (LP)
- 423 840 40 1  Industrial containers and supplies
- 423 840 50 1  Industrial valves and fittings, excluding hydraulic and pneumatic valves and fittings
- 423 830 21 1  Hydraulic and pneumatic pumps and motors
- 423 830 22 1  Hydraulic and pneumatic parts and accessories, excluding pumps and motors
- 423 830 30 1  General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics
- 423 830 40 1  Metalworking machinery, equipment, and supplies
- 424 130 00 5  Industrial supplies, packaging, paper, and plastics
- 423 840 60 1  Other industrial supplies
- 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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<b>HOW TO REPORT PERCENTS</b>		2007				
		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 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
<b>1.</b> Hydraulic and pneumatic cylinders and rotary actuators						
<b>a.</b> Hydraulic cylinders and rotary actuators . . . . .	12411					
<b>b.</b> Pneumatic cylinders and rotary actuators . . . . .	12412					
<b>c. Sum lines 1a and 1b</b> . . . . .	12400					
<b>2.</b> Mechanical power transmission supplies						
<b>a.</b> Bearings and bushings . . . . .	12371					
<b>b.</b> Other mechanical power transmission supplies . . . . .	12372					
<b>c. Sum lines 2a and 2b</b> . . . . .	12370					
<b>3.</b> Hydraulic and pneumatic pumps, motors, and parts . . . . .	12300					
<b>4.</b> Welding supplies, excluding gases . . . . .	12440					
<b>5.</b> General-purpose industrial machinery, equipment, and parts						
<b>a.</b> New pumps, compressors, and equipment . . . . .	12321					
<b>b.</b> New diesel engines, excluding automotive engines . . . . .	12323					
<b>c.</b> New controlling, recording, and indicating instruments and accessories . . . . .	12326					
<b>d.</b> Other new general-purpose industrial machinery and equipment . . . . .	12327					
<b>e.</b> Used general-purpose industrial machinery and equipment . . . . .	12328					
<b>f. Sum lines 5a through 5e</b> . . . . .	12320					
<b>6.</b> Industrial containers and supplies						
<b>a.</b> New and reconditioned drums and barrels . . . . .	12451					
<b>b.</b> Bottles and bottlers' supplies . . . . .	12452					
<b>c.</b> Other industrial containers and supplies . . . . .	12454					
<b>d. Sum lines 6a through 6c</b> . . . . .	12450					
<b>7.</b> Industrial valves and fittings, excluding hydraulic valves and fittings . . . . .	12380					

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CONTINUE WITH 22 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
<b>8.</b> Hydraulic and pneumatic valves						
<b>a.</b> Hydraulic valves	12391					
<b>b.</b> Pneumatic valves	12392					
<b>c. Sum lines 8a and 8b</b>	12390					
<b>9.</b> Hydraulic and pneumatic connectors and assemblies						
<b>a.</b> Hydraulic and pneumatic connectors	12421					
<b>b.</b> Hydraulic and pneumatic assemblies	12422					
<b>c. Sum lines 9a and 9b</b>	12420					
<b>10.</b> Other hydraulic and pneumatic accessories and parts	12430					
<b>11.</b> Abrasives, strapping, tape, ink, and mechanical rubber goods						
<b>a.</b> Printing and duplicating inks	12461					
<b>b.</b> Abrasives and abrasive materials	12462					
<b>c.</b> Nylon, polyester, and synthetic rubber	12463					
<b>d.</b> Mechanical rubber goods	12464					
<b>e.</b> Strapping and tape	12465					
<b>f.</b> Other industrial supplies	12466					
<b>g. Sum lines 11a through 11f</b>	12460					
<b>12.</b> New and rebuilt automotive parts and supplies	10200					
<b>13.</b> Office equipment, excluding computers	10900					
<b>14.</b> Surgical, medical, and hospital supplies	11000					
<b>15.</b> Flat iron and steel products	11120					
<b>16.</b> Iron and steel wire and wire products	11140					
<b>17.</b> Iron and steel pipes and tubing	11150					
<b>18.</b> Iron and steel bars, structural shapes, and bearing piles	11160					
<b>19.</b> Electrical apparatus and equipment	11400					
<b>20.</b> Electronic parts and equipment, excluding communications equipment	11600					
<b>21.</b> Hardware	11700					

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
<b>22.</b> Plumbing and hydronic heating equipment and supplies, including gas appliances, water heaters, and other water system components . . . . .	11800					
<b>23.</b> Forced-air heating and air-conditioning equipment and supplies . . . . .	11900					
<b>24.</b> Construction and mining machinery and equipment, including parts and attachments . . . . .	12100					
<b>25.</b> Farm machinery, equipment, and parts . . . . .	12200					
<b>26.</b> Metalworking machinery, equipment, and parts . . . . .	12330					
<b>27.</b> Materials handling machinery, equipment, and parts . . . . .	12340					
<b>28.</b> Other industrial machinery, equipment, and parts . . . . .	12360					
<b>29.</b> Marine machinery, equipment, and supplies . . . . .	12620					
<b>30.</b> Paper and plastic products . . . . .	13400					
<b>31.</b> Plastics materials and basic shapes . . . . .	15300					
<b>32.</b> Industrial gases . . . . .	15320					
<b>33.</b> Oil well, oil refinery, and pipeline machinery, equipment, and supplies . . . . .	12350					
<b>34.</b> Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	15330					
<b>35.</b> Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	16000					
<b>36.</b> Safety equipment . . . . .	13170					
<b>37.</b> Miscellaneous commodities - <i>Specify</i> ↴						
<b>a.</b> _____	19811					
<b>b.</b> _____	19812					
<b>c.</b> _____	19813					
<b>38.</b> Reconditioning of drums or barrels . . . . .	19750					
<b>39.</b> Rental and operating lease receipts . . . . .	19940					
<b>40.</b> Service receipts and labor charges, including installed parts						
<b>a.</b> Labor charges for repair work . . . . .	19701					
<b>b.</b> Parts installed in repair work . . . . .	19702					

CONTINUE WITH **22** 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	
<b>40.</b> Service receipts and labor charges, including installed parts - Continued								
<b>c.</b> Other service receipts and labor charges - <i>Specify</i> ↴								
<b>d. Sum lines 40a through 40c</b> . . . . .	19700							
<b>41. TOTAL</b> (Should equal <b>5</b> , 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.

42329110



**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  $\nearrow$   
 0837  . . . . . 1137
- 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		

**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.**

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