

# 2009 Annual Services Report Service Annual Survey

U.S. DEPARTMENT OF COMMERCE  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



FORM

SA-484

REPORT DUE

Any questions call **1-800-772-7851**  
M-F, 8:30 a.m. to 5:00 p.m. EST.  
or

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

Please correct any error in the name, address, or ZIP Code.

### Internet Reporting

To complete this report online go to: [www.census.gov/econhelp/sas](http://www.census.gov/econhelp/sas)  
Click on "Census Taker" and use your username and password to login.

Username:

Password:

## YOUR RESPONSE IS REQUIRED BY LAW

Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

## YOUR RESPONSE IS CONFIDENTIAL BY LAW

Title 13, U.S. Code, requires that your response may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. The law also provides that copies retained in your files are **immune from legal process.**

## YOUR RESPONSE IS IMPORTANT

The services industries account for nearly 70 percent of all economic activity. We conduct this survey to obtain timely, comprehensive and consistent measures needed by policy-makers, businesses, and the public to accurately assess domestic economic performance.

# Annual Services Report

- This report should be completed and returned on or before the due date in the preaddressed envelope provided.
- If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to:

**U.S. CENSUS BUREAU**  
1201 East 10th Street  
Jeffersonville, IN 47132-0001

or call a Census Bureau Representative at 1-800-772-7851, weekdays from 8:30 a.m. to 5:00 p.m., Eastern Standard Time.

## 1 Report Coverage

Does the above coverage describe this firm's business activity?

- 0001  Yes – Go to **2**
- 0002  No – Specify the firm's business activity and complete the report where applicable beginning with **2**. 
- 0002

## 2 Report Periods

What periods of time will this data represent?

- Report data for the 2009 calendar year if possible.
- For locations that were sold or acquired during the year, only report for the periods that this firm operated the locations.

- 0006  2009 calendar year – Go to **3**
- 0006  Other than calendar year – Enter the periods this report will cover. . . . .  
(e.g., fiscal years, periods with less than a full calendar year).

2009		
Month	Day	Year
0007		
From		
0008		
To		

### 3 Operating Revenue

Report the total operating revenue for all this firm's locations defined in 1 for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company.

		2009 Operating Revenue					
		Bil.	Mil.	Thou.	Dol.		
1. Motor Carrier Revenue	5061	<input type="checkbox"/>	\$				

2. All other operating revenue – Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue here ↗

		2009 Operating Revenue					
		Bil.	Mil.	Thou.	Dol.		
1560		<input type="checkbox"/>	\$				

3. TOTAL OPERATING REVENUE – Sum of lines 1 and 2	1800	<input type="checkbox"/>	\$				
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### 4 Analysis of Motor Carrier Operations

Companies reporting motor carrier revenue in item 3, line 1, complete item 4.

- Enter "0" where applicable.
- **Exclude** transfers made within the company.
- Round percentage items to the nearest whole percent.

		2009	
1a. Total distance traveled – Report total highway miles traveled by the firm's owned and leased vehicles. <b>Include</b> highway miles traveled by vehicles operated by other motor carriers (including owner-operators) performing services on your behalf. <b>Exclude</b> the distance traveled by maintenance vehicles.	5065	<input type="checkbox"/>	miles

#### 1b. DISTANCE TRAVELED

Report percentage of **Total Distance Traveled** from:

		2009	
(1) Loaded or partially loaded vehicles	5066	<input type="checkbox"/>	%
(2) Empty vehicles	5067	<input type="checkbox"/>	%
<b>TOTAL</b>		<b>100%</b>	

## 4 Analysis of Motor Carrier Operations – (Continued)

Companies reporting motor carrier revenue in item 3, line 1, complete item 4.

- Enter "0" where applicable.
- **Exclude** transfers made within the company.
- Round percentage items to the nearest whole percent.

### 2. REVENUE FROM TRUCKLOAD AND LESS-THAN-TRUCKLOAD SHIPMENTS

Report percentage of this firm's **Motor Carrier Revenue** from:

	2009	
(1) Less-than-truckload shipments (shipments that weighed less than 10,000 lbs.) . . . . .	5068	<input style="width: 60px; height: 20px;" type="text"/> %
(2) Truckload shipments (shipments that weighed 10,000 lbs. or more) . . . . .	5069	<input style="width: 60px; height: 20px;" type="text"/> %
TOTAL	100%	

### 3. REVENUE FROM LOCAL AND LONG DISTANCE HAULING

Report percentage of this firm's **Motor Carrier Revenue** from:

	2009	
(1) Local hauling . . . . .	5063	<input style="width: 60px; height: 20px;" type="text"/> %
(2) Long-distance hauling . . . . .	5064	<input style="width: 60px; height: 20px;" type="text"/> %
TOTAL	100%	

### 4. REVENUE BY COUNTRY OF ORIGIN AND DESTINATION OF SHIPMENTS

Did domestic locations of this firm have shipments that originated from, or were destined to, locations outside the United States?

0034 1  Yes – Continue

2  No – Go to line 5a.

Report the percentage of your company's motor carrier revenue from shipments that originated from, and were destined to, each of the country combinations listed below.

If you purchased transportation for the foreign segment of a transborder shipment, and billed your customer for the entire trip, include it in the appropriate category below.

Country of ORIGIN	Country of DESTINATION	
U.S.	U.S.	2009 5082 <input style="width: 60px; height: 20px;" type="text"/> %
U.S.	Canada	5083 <input style="width: 60px; height: 20px;" type="text"/> %
U.S.	Mexico	5084 <input style="width: 60px; height: 20px;" type="text"/> %
Canada	U.S.	5085 <input style="width: 60px; height: 20px;" type="text"/> %
Mexico	U.S.	5086 <input style="width: 60px; height: 20px;" type="text"/> %
All Other	All Other	5087 <input style="width: 60px; height: 20px;" type="text"/> %
TOTAL		100%

## 4 Analysis of Motor Carrier Operations – (Continued)

Companies reporting motor carrier revenue in item 3, line 1, complete item 4.

- Enter "0" where applicable.
- **Exclude** transfers made within the company.
- Round percentage items to the nearest whole percent.

### 5a. REVENUE FROM COMMODITIES HAULED

Report the percentage of this firm's motor carrier revenue derived from handling each of the following commodities:

		2009
(1) <b>Agricultural products – Includes</b> live animals, poultry, fish, unprocessed cereal grains such as wheat and corn, and other agricultural products including fruits, vegetables, non-alcoholic beverages, cut flowers and live plants. . . . .	5070	<input type="text"/> %
(2) <b>Grains, alcohol and tobacco products – Includes</b> milled grain products and preparations; other prepared foodstuff; beer, wine, and other alcoholic beverages; and tobacco products including cigarettes, cigars and chewing tobacco. . . . .	5071	<input type="text"/> %
(3) <b>Stone, nonmetallic minerals and metallic ores – Includes</b> monument or building stone, natural sands, gravel and crushed stone, mined salt, natural calcium and aluminum, phosphates, asbestos, other non-metallic minerals, and metallic ores and concentrates. . . . .	5072	<input type="text"/> %
(4) <b>Coal and petroleum products – Includes</b> coal, crude petroleum, gasoline and aviation fuel, diesel fuel and light fuel oils, lubricating oils and greases, and basic chemicals. . . . .	5073	<input type="text"/> %
(5) <b>Pharmaceutical and chemical products – Includes</b> pharmaceutical products, chemical products, paints and varnishes, soap and cleaning products, insecticides, fertilizers, primary plastics and finished plastic products, and rubber products including tires and inner tubes. . . . .	5074	<input type="text"/> %
(6) <b>Wood products, textiles, and leather – Includes</b> logs and other rough wood, particle board, plywood, and fiberboard, pulp, newsprint, paper and of natural or synthetic materials, carpets and other textile floor coverings, and textile clothing. Leather products <b>include</b> footwear, headgear, and other articles of leather. . . . .	5075	<input type="text"/> %
(7) <b>Base metal and machinery – Includes</b> base metal and primary metal products such as pipes, ingots, metal doors, basic wire, cable, fencing, tools, etc. Machinery <b>includes</b> boilers, turbines, refrigerating and air conditioning equipment, textile machines, and other mechanical machinery and equipment. . . . .	5076	<input type="text"/> %
(8) <b>Electronic and precision instruments and motorized vehicles – Includes</b> electronic equipment such as computers, electronic motors, generators, office equipment, television sets, radios, and stereo equipment, cinematographic, and photocopying equipment, clocks and watches, instruments used in medical, surgical, or veterinary sciences, and measuring, checking or automatic control instruments or apparatus. . . . .	5077	<input type="text"/> %
(9) <b>Used household and office goods – Includes</b> used furniture, appliances, and miscellaneous office products. . . . .	5078	<input type="text"/> %
(10) <b>New furniture and miscellaneous manufactured products – Includes</b> new furniture, mattresses and mattress supports, quilts or comforters, lamps, lighting, mixed freight, and miscellaneous manufactured products. . . . .	5079	<input type="text"/> %
(11) <b>Other – Not classified above – Specify here</b> ↗ 1510 <input style="width: 400px; height: 20px;" type="text"/> . . . . .	5080	<input type="text"/> %
<b>TOTAL</b>		<b>100%</b>

**4** Analysis of Motor Carrier Operations – (Continued)

Companies reporting motor carrier revenue in item **3**, line 1, complete item **4**.

- Enter "0" where applicable.
- **Exclude** transfers made within the company.
- Round percentage items to the nearest whole percent.

**5b. HAZARDOUS MATERIALS**

(1) Were any of the commodities that you hauled designated **hazardous materials**, i.e., required you to display a hazmat placard on the vehicle in accordance with Title 49, CFR 177.823, Transportation?

- 0033 1  Yes – Continue with line (2).  
2  No – Go to item **5**.

	2009
5081	<input type="text"/>
	%

(2) What percent of the total motor carrier revenue is from hauling hazardous materials? .....

## 5 Operating Expenses

Report operating expenses for this firm's locations as defined in 1 for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

### Personnel Costs

		2009 Operating Expenses							
		Bil.	Mil.	Thou.	Dol.				
<p><b>1. Gross annual payroll</b> – Total annual Medicare salaries and wages for all employees as reported on your firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). . . . .</p>	<p>1821</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p><b>2. Employer's cost for fringe benefits</b> – Employer's cost for legally required programs and programs not required by law. <b>Include</b> insurance premiums for hospital plans, medical plans, and single service plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs); defined benefit pension plans; defined contribution plans (e.g., profit sharing, 401K and stock option plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). <b>Exclude</b> employee contributions. . . . .</p>	<p>1822</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p><b>3. Temporary staff and leased employee expense</b> – Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. <b>Include</b> all charges for payroll, benefits and services. . . . .</p>	<p>1823</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									

### Expensed Materials, Parts and Supplies (not for resale)

<p><b>4. Expensed equipment</b> – Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs and monitors). Report packaged software in line 6. Report leased and rented equipment in line 8. . . . .</p>	<p>1824</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p><b>5. Expensed purchases of other materials, parts, and supplies</b> – Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials. Report the cost of motor fuels in line 11. . . . .</p>	<p>1825</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									

### Expensed Purchased Services

<p><b>6. Expensed purchases of software</b> – Purchases of prepackaged, custom coded, or vendor customized software. <b>Include</b> software developed or customized by others, web-design services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations. . . . .</p>	<p>1826</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p><b>7. Purchased electricity and fuels (except motor fuels)</b> – If the cost of electricity and heating fuels (e.g., natural gas, propane, oil, coal) are included in lease or rental payments, report in line 8 . . . . .</p>	<p>1827</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p><b>8. Lease and rental payments</b> – For land, buildings, offices, structures, machinery, equipment, and other tangible items. <b>Include</b> lease and rental of transportation equipment without operators; and penalties incurred for broken leases. <b>Exclude</b> capital and financing lease agreements and licensing/leasing of software. . . . .</p>	<p>1828</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 25%;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									

## 5 Operating Expenses

Report operating expenses for this firm's locations as defined in 1 for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

### Expensed Purchased Services – (Continued)

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
9. <b>Purchased freight transportation</b> – Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line 8. Report travel expenses in line 16. . . . .	5097 <input type="checkbox"/>	\$			

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
10. <b>Purchased repair and maintenance</b> – Expensed repair and maintenance services to motor vehicles, vessels, aircraft and other transportation equipment; machinery, equipment, and computer hardware; integral parts of building (e.g., elevators, heating systems, etc.) <b>Exclude</b> materials, parts and supplies used for repairs and maintenance performed by this firm's employees. Report janitorial and grounds maintenance services in line 16. . . . .	1829 <input type="checkbox"/>	\$			

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
11. <b>Purchased fuels for transportation equipment</b> – Gasoline and fuels purchased for trucks, truck-tractors, and other motor vehicles. . . . .	5098 <input type="checkbox"/>	\$			

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
12. <b>Purchased advertising and promotional services</b> – <b>Include</b> marketing and public relations services. . . . .	1830 <input type="checkbox"/>	\$			

### Other Operating Expenses

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
13. <b>Cost of insurance</b> – Premiums for bonding and insurance not included in line 2. . . . .	5099 <input type="checkbox"/>	\$			

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
14. <b>Depreciation and amortization charges</b> – <b>Include</b> depreciation charges taken against tangible assets owned and used by your firm, tangible assets and improvements owned by your firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). <b>Exclude</b> impairment. . . . .	1831 <input type="checkbox"/>	\$			

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
15. <b>Governmental taxes and license fees</b> – Payments to government agencies for taxes and licenses. <b>Include</b> business and property taxes. <b>Exclude</b> income taxes, and sales and excise taxes collected from customers. . . . .	1832 <input type="checkbox"/>	\$			

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
16. <b>All other operating expenses</b> – All other operating expenses not reported above, unless specifically excluded in the general instructions at the top of the page. <b>Include</b> office postage and package delivery. <b>Exclude</b> purchases of merchandise for resale and non-operating expenses. . . . .	1899 <input type="checkbox"/>	\$			

17. <b>TOTAL OPERATING EXPENSES</b> – Sum of lines 1–16. . . . .	1900	\$			
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## 6 Not Applicable



**7** Not Applicable

**8** E-Commerce Revenue

E-commerce includes sales and receipts from any transaction completed over an Internet, extranet, 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 and services may or may not be made online.

Did the revenue reported in **3** include any e-commerce revenue?

- 0011  Yes – What was this firm’s e-commerce revenue? .....
- No – Go to **10**

2009 E-Commerce Revenue				
	Bil.	Mil.	Thou.	Dol.
2000				
	\$			

**9** Not Applicable

**10** Inventories at End of Year

Report the number of vehicles used or held for use in motor carrier operations on December 31, 2009.

Line (1), in (A), (B), and (C) report the number of vehicles owned and/or leased to others **with** drivers. **Include** inventory obtained through capital lease agreements. **Exclude** vehicles that you own that were leased **without** drivers to others.

Line (2), in (A), (B), and (C) report the number of vehicles leased from others **without** drivers.

Line (3), in (A), (B), and (C) report the sum of lines (1) and (2).

**(A) TRUCKS – Include** single-unit trucks, pickups, vans, etc.

		2009	
(1) Number owned and/or leased <b>with</b> drivers to others .....	5088		
(2) Number leased <b>without</b> drivers from others .....	5089		
(3) TOTAL TRUCK INVENTORY .....	5090		

**(B) TRUCK TRACTORS – Include** semi’s and any detachable power-units.

		2009	
(1) Number owned and/or leased <b>with</b> drivers to others .....	5091		
(2) Number leased <b>without</b> drivers from others .....	5092		
(3) TOTAL TRUCK-TRACTOR INVENTORY .....	5093		

**(C) TRAILERS – Include** box-trailers, flatbeds, tankers, etc.

		2009	
(1) Number owned and/or leased <b>with</b> drivers to others .....	5094		
(2) Number leased <b>without</b> drivers from others .....	5095		
(3) TOTAL TRAILER INVENTORY .....	5096		

Of the total inventories reported above were any stored or en route OUTSIDE the 50 U.S. States and the District of Columbia?

- 6041  Yes – What was the total value of those inventories? (Do not report inventory held in Foreign Trade Zones or in bond warehouses in the U.S.) .....
- No – Go to **11**

2009				
	Bil.	Mil.	Thou.	Dol.
6042				
	\$			

