

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

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
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. Include highway miles traveled by vehicles operated by other motor carriers (including owner-operators) performing services on your behalf. Exclude 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"/>	%
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.

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"/> %
		+ <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) Agricultural products – Includes 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) Grains, alcohol and tobacco products – Includes 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) Stone, nonmetallic minerals and metallic ores – Includes 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) Coal and petroleum products – Includes 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) Pharmaceutical and chemical products – Includes 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) Wood products, textiles, and leather – Includes 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 include footwear, headgear, and other articles of leather.	5075	<input type="text"/> %
(7) Base metal and machinery – Includes base metal and primary metal products such as pipes, ingots, metal doors, basic wire, cable, fencing, tools, etc. Machinery includes boilers, turbines, refrigerating and air conditioning equipment, textile machines, and other mechanical machinery and equipment.	5076	<input type="text"/> %
(8) Electronic and precision instruments and motorized vehicles – Includes 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) Used household and office goods – Includes used furniture, appliances, and miscellaneous office products.	5078	<input type="text"/> %
(10) New furniture and miscellaneous manufactured products – Includes new furniture, mattresses and mattress supports, quilts or comforters, lamps, lighting, mixed freight, and miscellaneous manufactured products.	5079	<input type="text"/> %
(11) Other – Not classified above – Specify here ↗ 1510 <input style="width: 400px; height: 20px;" type="text"/>	5080	<input 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.

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>1. Gross annual payroll – 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p>2. Employer's cost for fringe benefits – Employer's cost for legally required programs and programs not required by law. Include 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). Exclude employee contributions.</p>	<p>1822</p>	<p>Mark "X" if None</p> <input type="checkbox"/>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p>3. Temporary staff and leased employee expense – Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</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>4. Expensed equipment – 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p>5. Expensed purchases of other materials, parts, and supplies – 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									

Expensed Purchased Services

<p>6. Expensed purchases of software – Purchases of prepackaged, custom coded, or vendor customized software. Include 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p>7. Purchased electricity and fuels (except motor fuels) – 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>			\$			
\$									
<p>8. Lease and rental payments – For land, buildings, offices, structures, machinery, equipment, and other tangible items. Include lease and rental of transportation equipment without operators; and penalties incurred for broken leases. Exclude 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%; border-collapse: collapse;"> <tr> <td style="width: 25%; height: 20px;">\$</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:

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- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

Expensed Purchased Services – (Continued)

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

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

Other Operating Expenses

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

		2009 Operating Expenses			
		Bil.	Mil.	Thou.	Dol.
14. Depreciation and amortization charges – Include 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). Exclude impairment.	1831 <input type="checkbox"/>	\$			

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

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

17. TOTAL OPERATING EXPENSES – 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 with drivers to others	5088		
(2) Number leased without 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 with drivers to others	5091		
(2) Number leased without 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 with drivers to others	5094		
(2) Number leased without 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**

6042				
	Bil.	Mil.	Thou.	Dol.
	\$			

11 Change in Structure

Did you have an Employer Identification Number (EIN) change in 2009?

0015

- 0013 1 Yes – Enter the new EIN. EIN

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- 2 No – Continue

Was there a change in ownership or control?

0018

Month	Year
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- 0016 1 Yes – Provide the date of the change and the firm's information.
(for multiple mergers, provide each firm's information as an attachment to this report)

- 2 No – Go to 12

0017

Name of company acquired or merged with

Street address

City, State, ZIP Code

0019

EIN

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Specify the nature of this change here

0035

12 Remarks – Please provide an explanation for any inconsistent or incomplete data that would aid in understanding this report. For any separate correspondence pertaining to this report, please include the identification number shown in the address label area at the top of the first page.

0027

13 Certification – This report is substantially accurate and has been prepared in accordance with the instructions.

0020 Name of person completing this report – *Please print*

--

 0024 Title

--

 0025 Date

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0021 Address (Street address, City, State, ZIP Code)

0022 Telephone number

Area code	Number	Extension
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0023 Fax number

Area code	Number
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0026 E-mail address

Return Completed form to:
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

or fax to: 1-800-447-4613

Public reporting burden for this collection of information is estimated to average _____ per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0422, U.S. Census Bureau, 4600 Silver Hill Road, AMSD-3K138, Washington, DC 20233. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0422" as the subject. Please include form name and number in all correspondence. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.

To see aggregate industry results of previous Service Annual Surveys, go to the following website: www.census.gov/services/index.html