

2011 ANNUAL SERVICES REPORT

Due Dat	te
Need help or have	auestions?
Call 1-800-772 (8:30 a.m 5:00 p.r or Visit census.gov/ed	- 2-7851 m. ET, M-F)
YOUR RESPONSE I REQUIRED BY LAW 13, United States Corequires businesses organizations that rethis questionnaire to the questions and retreport to the U.S. Ce Bureau. By the same YOUR CENSUS RECONFIDENTIAL. It only by persons swo the confidentiality of Bureau information a used only for statistic Further, copies retain respondents' files are from legal process.	I. Title de, and other ceive answer turn the nsus law, PORT IS may be seen rn to uphold Census and may be cal purposes. ted in e immune
Return via Intern census.gov/econhe	
Username:	
Password:	

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in ②. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in To.
- For establishments sold or acquired in 2011 or 2010, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Dollars should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	В	il.		Mil.		1	hοι	ı.		Dol.	
*		1	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



Form SA-48400E (11-22-2011)

1	SURVEY C	OVERAGE					
	Did this fir	m provide the business activities described below?					
	Ye	S					
	□ No	- Specify this firm's business activity					
2	FEDERAL E	MPLOYER IDENTIFICATION NUMBER (EIN)					
	Does this f	irm report payroll under EIN					
	☐ Ye	5					
			EIN (9	digits)			
	□ No	- Enter current 9-digit EIN AND date payroll was first reported for this EIN	'	-	'		
				Month	Day	Year	

orm	SA	1-48400E (11-22-2011)							Page
3	OR	GANIZATIONAL CHANGE							
	A.	Did this firm experience any acquisitions, sales, mergers	s, and/	or dive	stitures	in 20)11 or :	2010?	
		Yes							
		163							
		No - Go to 4							
		Which of the following organizational changes occurred Check all that apply. If more than one organizational change o				orting	period,	explai	n in ① .
							Month	Day	Year
		Acquisition Date of organizational change							
		Sale Sale							
		> AND							
		Merger							
		Enter detailed information below							
		Divestiture							
		Name of company				EIN (9	digits)		
							_		
		Address (Number and street, P.O. Box, etc.)							
		Address (Maniper and Shoet, 1.0. Box, etc.)							
					1 -				
		City, town, village, etc.			State	ZIP Co			
							1 1	-	1 1 1
	Wh	at time period is covered by the data provided in this re	port?	201	1			20	10
		Calendar year		Beginnin					ng Date
		Fiscal or partial year - Report beginning and ending	Month	Day	Year	_	Month	Day	Year
		dates			1 1				1 1 1
				Ending					Date
			Month	Day	Year	 	Month	Day	Year
					1 1				1 1 1
5		t Applicable.							

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2011 and 2010? Include:

- Transfers made within the company.
- Report gross billings, except where noted elsewhere on the form.
- Prorate revenue derived from services provided on a contractual basis according to the work accomplished. (Only include amounts applicable to the report period.)
- · Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- E-commerce revenue.

Exclude:

- Taxes collected directly from customers/clients and paid directly to a local, state, or federal tax agency.
- Rents and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).
- Non-operating revenue such as income from investments, sales of company-owned real estate (land and building), or other assets (except inventory held for resale, securities, gifts, loans, contributions, or grants).
- Revenue from the sale of used equipment.

Line 1 - Motor Carrier Revenue

Report revenue for transportation of property by motor vehicles. **Include** revenue from furnishing vehicles **with** drivers to other carriers under lease or similar arrangement.

In the event that a portion of the transportation had to be purchased from another carrier to complete the contract, please use the following guidelines:

- Report total revenue if all purchased transportation was on your own account. (You have legal obligation to pay for the purchased transportation.)
- Report only the revenue collected for your portion of the haul, plus any additional income from commissions and fees for arranging the transportation, if the transportation was purchased on the client's account. (Your client has legal obligation to pay for the purchased transportation.)

Line 2 - All other operating revenue

Report other operating revenue including sales from the operation of lunchrooms, restaurants, snowplow work, etc.; revenue from the parking and storage of vehicles; revenue received from other carriers for the use of this firm's terminal facilities, including amounts billed separately for repair services; revenue from short-term rental or extended-term operating leases (with or without maintenance) of trucks, truck-tractors, or trailers, **without** drivers; fair sales value of merchandise marketed under capital, finance, or "full payout" leases; and commissions for providing brokerage services, making payroll deductions, collecting freight charges for other carriers; etc. **Exclude** revenue from this firm's other operating units; the value of used equipment or vehicles sold; revenue from installment payments from leasing vehicles, tools, etc., marketed under capital, finance, or "full payout" leases; and non-operating revenue such as income from investments, sale of securities, real estate, etc.

Report revenue from the storage of shipments in your warehouses pending further instructions by the shipper; from the permanent storage of household goods on a paid-on-delivery basis, commercial goods, or records storage; and for packing and crating, handling, providing labor to carriers for loading and unloading, and other accessory services. **Exclude** rental revenue from the operation of mini-warehouses/self-service storage facilities and from the subleasing of warehousing space to others.

			2	2011			2	2010		
		\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.	
1.	Motor Carrier Revenue				1 1			1 1	1 1	
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 below									
3.	TOTAL OPERATING REVENUE Sum of lines 1 and 2									

Form	SA-48400E (11-22-2011)								Page !
7	SALES TAX A. Did this firm collect any sales taxes in 2	2011 o	r 2010?						
	Yes								
	□ No - <i>Go to</i> 3								
			2	2011			- 2	2010	
	B. What were the total sales taxes	\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
	collected in 2011 and 2010? Exclude excise taxes								
	E-commerce is the sale of goods and services we sale are negotiated, over an Internet, mobile de other comparable online system. Payment may A. Did this firm have any e-commerce reve Yes No - Go to 10	evice (N or ma	A-Commer y not be m	ce), extran nade online 2010?	et, EDI net		electronic	mail, or	
			2	2011	ı		2	2010	ı
		\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
	B. What was the total e-commerce revenue in 2011 and 2010?								
9	Not Applicable.								



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each 1. A g	t percent of this firm's motor carrier revenue was derived from handling						
ar	of the following commodities?	P	ercen	t	Pe	rcen	t
	gricultural products - Includes live animals, poultry, fish, unprocessed cereal rains such as wheat and corn, and other agricultural products including fruits, egetables, non-alcoholic beverages, cut flowers, and live plants		2011	%	2	010	%
pr	rains, alcohol, and tobacco products - Includes milled grain products and reparations; other prepared foodstuff; beer, wine, and other alcoholic beverages; and bacco products including cigarettes, cigars, and chewing tobacco			%	<u> </u>		9
bu an	tone, non-metallic minerals, and metallic ores - Includes monument or uilding stone, natural sands, gravel and crushed stone, mined salt, natural calcium and aluminum, phosphates, asbestos, other non-metallic minerals, and metallic ores and concentrates		- I	%	<u> </u>	1	0,
4. C e an	oal and petroleum products - Includes coal, crude petroleum, gasoline and aviation fuel, diesel fuel and light fuel oils, lubricating oils and greases, and asic chemicals			%			9
ch fe	harmaceutical and chemical products - Includes pharmaceutical products, nemical products, paints and varnishes, soap and cleaning products, insecticides, rtilizers, primary plastics and finished plastic products, and rubber products cluding tires and inner tubes			%			0,
pa Te ca	lood products, textiles, and leather - Includes logs and other rough wood, article board, plywood, fiberboard, pulp, newsprint, paper, and paperboard products. extiles products include yarns and woven products of natural or synthetic materials, arpets and other textile floor coverings, and textile clothing. Leather products include footwear, headgear, and other articles of leather			%			0
7. Ba su in	ase metal and machinery - Includes base metal and primary metal products uch as pipes, ingots, metal doors, basic wire, cable, fencing, tools, etc. Machinery includes boilers, turbines, refrigerating and air conditioning equipment, textile achines, and other mechanical machinery and equipment			%			Ç
eld ec ph or	lectronic and precision instruments and motorized vehicles - Includes ectronic equipment such as computers, electronic motors, generators, office quipment, television sets, radios, and stereo equipment, cinematographic, and notocopying equipment, clocks and watches, instruments used in medical, surgical, veterinary sciences, and measuring, checking or automatic control instruments apparatus			%			C
9. U :	sed household and office goods - Includes used furniture, appliances, and iscellaneous office products			%			•
fu	ew furniture and miscellaneous manufactured products - Includes new rniture, mattresses and mattress supports, quilts or comforters, lamps, lighting, ixed freight, and miscellaneous manufactured products			%		 	(
	Il other motor carrier revenue not derived from the commodities in lines through 10 - Specify						
_	+			%	· ——	· +	•
		1	00	%	10	0	(

2010

2010

2010

1	2	
ш	9	

INVENTORIES AT END OF YEAR

Report the number of vehicles used or held for use in motor carrier operations on December 31, 2011 and December 31, 2010.

Line 1 - B, C, and D

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.

A.	Did this firm own inventories, regardless of where held, at the end of 2011 or 2010 (or the period for
	which you are reporting)?

|--|

No -	Go	to	14

B.	Trucks	- Include	single-unit	trucks,	pickups,	vans,	etc.
----	--------	-----------	-------------	---------	----------	-------	------

Number owned and/or leased with drivers to others .									
								+	
2. Number leased without drivers from others	+			ı		ı			

3.	Total truck inventory	y										
	Sum of lines 1 and 2		÷	÷	÷	÷						

C.	Truck-tractors	- Include	semi's	and	any	detachable	power-
	units						

1. Number owned and/or leased with drivers to others .	_					
2. Number leased without drivers from others +	'	 <u>'</u>		<u>'</u>	'	
3. Total truck-tractor inventory	Т		ı			

D	Tuellene	las a las al a	hov-trailore	41 - 411 -	 -4-

Sum of lines 1 and 2

1. Number owned and/or leased with drivers to others .								
2. Number leased without drivers from others +				1				
2 Total trailer inventory					$\overline{}$	$\overline{}$	 	

3.	Total trailer inventory					
	Sum of lines 1 and 2					

E. Were any of the inventories reported above stored outside or en route to the 50 states and the District of Columbia in 2011 or 2010?

Yes		Yes
-----	--	-----

No	Ca	+0	

F. What was the value of inventories stored outside or en route to the 50 states and the District of Columbia in 2011 and 2010?

Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S.

	2	2011			2	2010	
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
	1 1	1 1	1 1	1	1 1	1 1	

2011

2011

2011



13 Not Applicable.

2010



What were the operating expenses for this firm in 2011 and 2010?

Exclude:

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

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans. **Exclude** the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

2011

1. Personnel Costs

- b. 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, 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
- c. 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

2. Expensed Materials, Parts, and Supplies (not for resale)

a. Expensed equipment - Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Report packaged software in line 3a. Report leased and rented equipment in line 3c

\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
'	1 1						

CONTINUE WITH 1 ON PAGE 9

				2011				2010	
		\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
2.	Expensed Materials, Parts, and Supplies	÷ 2,			2011	Ţ J			2011
•	(not for resale) - Continued								
	b. 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						1 1		
	packaging materials. Report the cost of motor fuels in line 3f	ı	1 1		1 1		1 1		
_	Expensed Purchased Services								
	a. 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								
	b. 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 3c	l	1 1			'		' '	' '
	c. 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		1 1			'	1 1		
	d. Purchased freight transportation -								
	Contract payments to railroads, airlines,								
	waterborne, and other motor carriers. Report the cost of leased and rented								
	transportation equipment without						1 1		
	operators in line 3c. Report travel expenses in line 4d	ı	1 1		1 1		1 1		
	e. 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						T I		
	line 4d								
	f. Purchased fuels for transportation								
	equipment - Gasoline and fuels purchased for trucks, truck-tractors, and								
	other motor vehicles								
	g. Purchased advertising and promotional services - Include								
	marketing and public relations services .								
	Other Operating Expenses								
	a. Cost of Insurance - Premiums for bonding and insurance not included in								
	line 1b								

(11-22-2011)	Page	10
	(11-22-2011)	(11-22-2011)

OPERATING EXPENSES - Continued

		\$ E	Bil. Mil.	Thou.	Dol.	\$ Bi	I. I	∕IiI.	Th	ou.	Do	ol.
	ther Operating Expenses - Continue Depreciation and amortization	ed										
D.	charges - Include depreciation char	rges										
	taken against tangible assets owned used by this firm, tangible assets and	and d										
	improvements owned by this firm w leaseholds, tangible assets obtained	rithin										
	through capital lease agreements, ar	nd										
	amortization charges against intangi assets (e.g., patents, copyrights).	ble										
	Exclude impairment											
C.	Governmental taxes and license Payments to government agencies for	or										
	taxes and licenses. Include business property taxes. Exclude income taxes	s and es										
	and sales and excise taxes collected	from				'			'	I		
d.	customers											
	other operating expenses not reported above, unless specifically excluded i	ed										
	the general instructions. Include off	ice										
	postage paid and package delivery. Exclude purchases of merchandise	for										
	resale and non-operating expenses. this item is greater than 20% of	lf the										
	total operating expenses, specify the primary source of the expens	/										
	below 7	ses										
	·											
			1 1	1 1				1		1	1	
	OTAL OPERATING EXPENSES											
Su	um of lines 1a through 4d											+
Su												+
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Su and RE da	ONTACT INFORMATION ame of person to contact regarding this red ddress (Number and street) Area code Number	xplain any s	print)		Sı	tate Z	IP Cod			-		her

Public reporting burden for this collection of information is estimated to average 3-6 hours 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.