1.		COMMERCE	
	Economics and Statistics Ad U.S. CENSUS BUREAU	ministration	2011 ANNUAL SERVICES REPORT
	FORM SA-52312E	(11-22-2011)	
D	ue Date		
Need help	or have questions?		
	-800-772-7851		
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YOUR CENS	SUS REPORT IS		
only by perso	TAL. It may be seen ons sworn to uphold		
the confident	iality of Census mation and may be		
used only for	statistical purposes.		
	es retained in files are immune		
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census.gov/	<u>'econhelp/sas</u>		U.S. Census Bureau <u>census.gov/services</u> 1201 East 10th Street
Username:			Jeffersonville, IN 47134-0001
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		GE	NERAL INSTRUCTIONS
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OMB No. 0607-0422: Approval Expires 10/31/2012

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SURVEY COVERAGE						
Did this firm provide the business activities described below?						
Yes						
No - Specify this firm's business activity						
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)						
Does this firm report payroll under EIN						
Does this firm report payron under Ein						
Yes						
	EIN () digits)				_
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	, , , , , , , , , , , , , , , , , , ,					
reported for this EIN	· · [-				_
		Month	Day)	/ear	
						_

1 54	1-52	2312	E (11-22-201	1)							Pa
OR	GA	NIZA	TIONAL CH	ANGE							
Α.	Did	this	firm experie	ence any acquisitions, sales, merger	s, and/	or dive	stitures	s in 20'	11 or 2	2010?	
			Yes								
			No - Go to 4								
В.	Whi	ich o	f the follow	ing organizational changes occurred	l in 20'	11 or 2	010?				
								orting p	period,	explai	n in ┲.
								[Month	Day	Year
			Acquisition								
	No - Go to S. Which of the following organizational changes occurred in 2011 or 2010? Check all that apply. If more than one organizational change occurred during the reporting period, etc. Acquisition Sale AND Divestiture Name of company EIN (9 digits) - - Address (Number and street, P.O. Box, etc.) EEPORTING PERIOD What time period is covered by the data provided in this report?										
			Jale	AND							
			Merger								
				Enter detailed information below $$							
			Divestiture								
	Nan	ne of	company					FIN (9 d	diaite)		
	Ivan		company								
									-		
	Add	lress ((Number and st	treet, P.O. Box, etc.)							
	City	, towi	n, village, etc.				State	ZIP Coc	le		
										_	1 1
RE	POR	TING	g period								
Wh	at t	ime	period is cov	vered by the data provided in this re	port?						
										20	
		Ca	lendar year								
		Fie	cal or partial	year - Report beginning and ending	Month	Day	Year	_	Month	Day	Year
			tes	· · · · · · · · · · · · · · · · · · ·			1				
						Ending				Ending	
					Month	Day	Year		Month	Day	Year

6 SALES, RECEIPTS, OR REVENUE

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

Include:

- Report gross billings, except where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- E-commerce revenue.

Exclude:

52312048

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- 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).
- Revenue from the sale of used equipment.

			2	2011			:	2010	
		\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
1.	Brokering and dealing products - derivative contracts - Brokering and dealing derivative contracts (e.g., forward, swap, option, credit derivative contracts, all other derivative contracts traded over-the- counter or on exchanges)								
2.	Brokering and dealing products - equities - Brokering and dealing in equity securities (e.g., common stock, preferred stock, convertible bonds, warrants, industrial corporations, commercial corporations, non- financial services corporations, financial corporations, holding companies, American Depository Receipts, Estate Contribution Certificates, and all other equity products)								
3.	Brokering and dealing foreign currency fees - wholesale - Brokering and dealing foreign currencies, on a wholesale basis, for								
	a fee. Exclude retail buying and selling of currencies								
4.	Brokering and dealing other financial instruments - Brokering and dealing financial instruments, not elsewhere								
	specified. Include commodity pools and face- amount certificates								
5.	Trading derivative contracts on own								_
	account - net gains (losses) - Gains made from buying and selling derivative contracts on own account								
6.	Trading foreign currency on own								
	account - net gains (losses) - Gains made from buying and selling foreign currencies on own account								

CONTINUE WITH 6 ON PAGE 5

6	SALES, RECEIPTS, OR REVENUE - Continue								
			2	2011			:	2010	
		\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
•	Management of financial market clearing products - Services that provide								
	an infrastructure for conducting trades in								
	securities and commodity contracts, clearing and settlement services for securities, and								
	commodities contracts and payments.								
	Include services that allow trade execution to take place on exchanges or over-the-counter								
	and clearing and settlement services for those	I	1 1						
	trades								
	reported in lines 1 through 7. If this item is								
	greater than 20% of the total operating revenue, specify the primary source of								
	the revenue below $\overline{\rho}$								
			1 1						1 1
				1 1			1 1		
	TOTAL OPERATING REVENUE				T I				
	Sum of lines 1 through 8								
)	SALES TAX								
	A. Did this firm collect any sales taxes in 2	2011 o	r 2010?						
	☐ Yes								
	No - Go to 8								
			2	2011			:	2010	
	B. What were the total sales taxes	\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
	B. What were the total sales taxes collected in 2011 and 2010? Exclude excise taxes	\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
	collected in 2011 and 2010? <i>Exclude excise taxes</i>	\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
)	collected in 2011 and 2010? Exclude excise taxes								Dol.
	collected in 2011 and 2010? Exclude excise taxes	where t	he buyer p	places an o	order, or th	ne price	and term	s of the	Dol.
)	collected in 2011 and 2010? Exclude excise taxes	where t	he buyer p 1-Commer	places an c ce), extran	order, or thet, EDI net	ne price	and term	s of the	Dol.
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	collected in 2011 and 2010? Exclude excise taxes	where t evice (N or may	he buyer p 1-Commera y not be m 2011 or	places an o ce), extran nade online	order, or thet, EDI net	ne price	and term	s of the	Dol.
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	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may	he buyer p 1-Commera y not be m 2011 or 2	places an c ce), extran ade online 2010? 2011	order, or tl et, EDI net e.	ne price	and term	os of the mail, or	
	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil.	he buyer p 1-Commercy on t be m 2011 or 2 Mil.	olaces an o ce), extran ade online 2010? 2011 Thou.	order, or tl et, EDI net e.	ne price	and term	os of the mail, or	
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	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil.	he buyer p 1-Commera y not be m 2011 or 2011 or 2 Mil. REVENUE	2010? 2011 Thou.	Dol.	twork, e	and term electronic	2010	
	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil. 2UITY juity re	he buyer p 1-Commercy y not be m 2011 or 2 Mil. REVENUE evenue re	2010? 2011 Thou.	Dorder, or thet, EDI neres. Dol. Dol. G, line 2	twork, e	and term electronic	2010 Thou.	Dol. Percent 2010
	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil. 2UITY juity re	he buyer p 1-Commera y not be m 2011 or 2011 or 2 Mil. REVENUE	2010? 2011 Thou.	Dorder, or thet, EDI neres. Dol. Dol. G, line 2	twork, e	and term electronic	2010 Thou.	Dol.
	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil. 2UITY juity re	he buyer p 1-Commercy y not be m 2011 or 2011 or 2 Mil. REVENUE evenue re	places an o ce), extran hade online 2010? 2011 Thou.	Dorder, or thet, EDI neres. Dol. Dol.	s Bil.	and term electronic	2010 Thou.	Dol. Percent 2010
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	collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil. \$ Bil. QUITY juity re 	he buyer p I-Commercy onot be m 2011 or 2011 or 2 Mil. REVENUE evenue re ing marg	2010? 2010? 2010? 2011 Thou.	Dorder, or thet, EDI neres. Dol. Dol.	s Bil.	and term electronic	2010 Thou.	Dol. Percent 2010 %
	 collected in 2011 and 2010? Exclude excise taxes	where t evice (M or may enue in \$ Bil. \$ Bil. QUITY juity re 	he buyer p I-Commercy onot be m 2011 or 2011 or 2 Mil. REVENUE evenue re ing marg	2010? 2010? 2010? 2011 Thou.	Dorder, or thet, EDI neres. Dol. Dol.	s Bil.	e and term electronic	2010 Thou. Thou. 11 9% 9% 9%	Dol. Percent 2010 %

CONTINUE ON PAGE 6

13 EXPORT REVENUE

An exported service is a service performed for 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).

Include:

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in **()** include any revenue from exports?

Yes
 No - Go to 12

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

14 OPERATING EXPENSES

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

Exclude:

• Transfers made within the company.

B. What was this firm's revenue fro exports?

- Capitalized expenses.
- 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.

1. Personnel Costs

52312063

a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this 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). Include the spread on stock options that are taxable to employees as wages

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

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Personnel Costs - Continued b. Employer's cost for faigh energites - Employer's cost for faight energites - Employer's cost for faight energites - Employer's cost for faight energites - Employer's cost faight energite									
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 Expensed Purchased Services - Continued d. Purchased repair and maintenance - Include expensed repair and maintenance to buildings and integral building components (e.g., elevators, heating and cooling systems), structures, offices, machinery, vehicles, equipment, and 									
computer hardware. Exclude materials, parts, and supplies used for repair and									
maintenance performed by this firm's									
employees. Report janitorial and grounds maintenance services in line 4d						1.1			
e. Purchased advertising and									
promotional services - Include marketing and public relations services									
Other Operating Expenses									
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights).									
Exclude impairment	-								
b. 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						1 1			
c. Operating interest expense - Report									
non-operating interest expense in (1 1					
 d. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 									
TOTAL OPERATING EXPENSES									
Sum of lines 1a through 4d									
NON-OPERATING INTEREST EXPENSE									
What was the non-operating interest exp Exclude: • Transfers made within the company. • Capitalized interest.	oense fo	r this firn	n as defin	ed in () ?					
Non operating interact evenes and			2011			:	2010		
Non-operating interest expense - Non- operating interest expenses incurred in the financing of operations and long lived assets used in continuing operations		Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.	

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Form SA-52312E (11-22-2011)



18 CONTACT INFORMATION

Name of perso	n to contact re	egarding this ı	report (<i>Please</i>	print)	Title						
Address (Numb	per and street)	City	State ZIP Code							
									_		
				Extension							
	Area code	a code Number				Are	ea code		Nur	nber	
Telephone		-			Fax				-		
E-mail address					Website address						

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.