



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

# 2012 ECONOMIC CENSUS

## Grocery Wholesalers

FORM  
**WH-42409** (10-27-2011)

OMB No. 0607-0929: Approval Expires 12/31/2013

**DUE DATE**  
**FEBRUARY 12, 2013**

(Please correct any errors in this mailing address.)

**Need help or have questions?**

- **Read** the accompanying information sheet(s) before answering the questions.
- **Visit** [econhelp.census.gov](http://econhelp.census.gov)
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

**WH-42409**

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**Report Online** - It's fast and secure!  
**Go to:** [econhelp.census.gov](http://econhelp.census.gov)

- **OR** -

**Mail** your completed form to:

**U.S. CENSUS BUREAU**  
**1201 East 10th Street**  
**Jeffersonville, IN 47134-0001**

**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.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

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 to the left of the mailing address the same as the one used for this establishment on its latest 2012 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			

CONTINUE WITH **2** ON PAGE 2

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**2** PHYSICAL LOCATION - Continued

**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

**3** OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2012? (Mark "X" only ONE box.)

- 0011  In operation
- 0013  Temporarily or seasonally inactive
- 0014  Ceased operation - Give date at right →
- 0015  Sold or leased to another corporation - Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

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Month	Day	Year
<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>

0060 Name of new owner or operator	0061 EIN (9 digits)
	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <span style="font-size: 1.2em;">-</span> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>

0062 Mailing address (Number and street, P.O. Box, etc.)

0063 City, town, village, etc.	0064 State	0065 ZIP Code
	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <span style="font-size: 1.2em;">-</span> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>

0016  Other - Specify →

**4** MONTHS IN OPERATION

Number of months in operation during 2012 (If none, mark "X" and go to 30.) . . . . . 0002

	2012
	Number
<input type="checkbox"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>

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**HOW TO REPORT DOLLAR FIGURES**

Dollar figures should be **rounded to thousands** of dollars.

If a figure is **\$2,035,628.79**:

**Report** →

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

**Report** →

Mark "X" if None

2012		
\$ Bil.	Mil.	Thou.
	2	036
EXAMPLE		

**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

2012		
\$ Bil.	Mil.	Thou.

**B.** Did this establishment earn commissions for the sale of merchandise?

1121  Yes - Go to line C

1122  No - Go to line E

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**C.** Gross selling value of business conducted on a commission basis (Include on line A.) . . . . . 1123

2012		
\$ Bil.	Mil.	Thou.

**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

**F.** Percent of products sold by this establishment manufactured or mined in the United States by **your company** or its subsidiaries . . . . . 1125

2012	
Percent	
	%

**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

**6 Not Applicable.**

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**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 to the left of 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

2012

Number

**A.** Number of employees for pay period including March 12 . . . . . 0320

--	--	--	--	--	--

**B.** Payroll before deductions  
(Exclude employer's cost for fringe benefits.)

Mark "X" if None

2012

\$ Bil. Mil. Thou.

**1.** Annual payroll . . . . . 0300

**2.** First quarter payroll (January-March 2012) . . . . . 0310

	\$ Bil.	Mil.	Thou.
1. Annual payroll			
2. First quarter payroll			

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**8** Not Applicable.

**9** VALUE OF INVENTORIES

**A.** Did this establishment own inventories, regardless of where held, at the end of 2012 and/or 2011?

0486  Yes - Go to line B

0487  No - Go to **16**

**B.** Report inventories and Last-in, First-out (LIFO) adjustment, if any, for products owned by this establishment as of December 31.

	Mark "X" if None	End of 2012			Mark "X" if None	End of 2011		
		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.
<b>1. Total inventories before LIFO adjustment (if any)</b>	<input type="checkbox"/>				<input type="checkbox"/>			
0460					0470			
<b>2. LIFO reserve (if any)</b>	<input type="checkbox"/>				<input type="checkbox"/>			
0466					0476			
<b>3. Total inventories after LIFO adjustment (Line B1 minus line B2.)</b>	<input type="checkbox"/>				<input type="checkbox"/>			
0468					0469			

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**10 INVENTORIES BY VALUATION METHOD**

Report how much of the inventory reported in **9**, line B1, for 2012 is subject to the following valuation methods:

Mark "X" if None

			2012		
			\$ Bil.	Mil.	Thou.
<b>A.</b>	LIFO valuation method before adjustment . . . . .	0244	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>B.</b>	First-in, First-out (FIFO) . . . . .	0491	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>C.</b>	Average cost . . . . .	0492	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>D.</b>	Standard cost . . . . .	0493	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>E.</b>	Other valuation method - Specify method 0895 <input type="text"/>	0494	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>F. TOTAL</b>	(Sum of lines A through E should equal <b>9</b> , line B1.) . . . .	0490	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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**11-15** Not Applicable.

**16 SELECTED EXPENSES**

Mark "X" if None

			2012		
			\$ Bil.	Mil.	Thou.
<b>A.</b>	Operating expenses (Include payroll. Exclude cost of goods sold and interest expense.) . . . . .	0140	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>B.</b>	Purchases of merchandise for resale, net of returns, allowances, and trade and cash discounts (Include amounts allowed for trade-ins.) . . . . .	1160	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**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

**17 and 18** Not Applicable.

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**19 A. KIND OF BUSINESS**

Which ONE of the following best describes this establishment's principal kind of business in 2012?  
 (Mark "X" only ONE box.)

- 0700 424 410 00 1  General-line groceries, including dried milk
- 424 490 30 1  Soft drinks, bottled water, juices, and nonalcoholic beverages, including beverage concentrates
- 424 490 10 1  Coffee, tea, and powdered drink mixes
- 424 490 20 1  Bread and baked goods, including baking ingredients and spices
- 424 490 40 1  Nonperishable (canned and packaged) food, including condensed and evaporated milk
- 424 420 00 1  Packaged frozen food
- 424 450 00 1  Confectioneries, including candy, nuts, chips, and popcorn
- 424 480 00 1  Fresh fruits and vegetables
- 424 430 20 1  Dairy products, excluding dried, canned, and raw milk and cream
- 424 440 20 1  Eggs, poultry, and poultry products, excluding live poultry
- 424 470 00 1  Meat and meat products
- 424 460 00 1  Fish and seafood
- 424 490 50 1  Food and beverage basic materials, including industrial molasses
- 424 490 60 1  Other grocery specialties
- 424 940 00 1  Tobacco and tobacco products
- 424 210 10 2  General-line drugs
- 424 210 20 1  Specialty-line drugs, cosmetics, and toiletries, including vitamins, supplements, and first aid supplies
- 424 510 00 1  Grain and field beans
- 771 000 00 1  Other kind of business - *Specify* ↴

0701

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**19 B. TYPE OF OPERATION**

Which ONE of the following best describes this establishment's principal type of operation in 2012?  
(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**

46  Manufacturers' representative or agent

41  Auction company

42  Broker, representing buyers and sellers

43  Commission merchant

44  Import agent

45  Export 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** ↴

Empty text box for specifying other broker or agent.

0601

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20 CLASS OF CUSTOMER

A. As a general business practice, did this establishment sell to household consumers and individual users in 2012?

0251  Yes

0252  No

B. Were 75% or more of this establishment's sales to retailers/wholesalers/distributors for resale in 2012?

0256  Yes

0257  No

C. Did this establishment require proof of business or professional license from new customers in 2012?

0276  Yes

0277  No

D. Estimate the percentage of this establishment's total sales (reported in 4, file A) by class of customer.

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1. Household consumers and individual users . . . . . 0261

2. Export sales . . . . . 0262

3. Retailers for resale . . . . . 0263

4. Wholesalers/distributors for resale . . . . . 0264

5. Repair shops for use in repair work . . . . . 0265

6. Manufacturing and mining industrial users for use as input goods in production . . . . . 0266

7. Restaurants, hotels, food services, and contract feeding . . . . . 0267

8. Businesses for end use in their own operation, not for resale or production . . . . . 0268

9. Building contractors, heavy construction, and special trade contractors . . . . . 0269

10. Farmers for use in farm production . . . . . 0270

11. Governmental bodies (federal, state, and local) . . . . . 0271

12. Other - Specify

0874 [Text Input Box] 0272

13. TOTAL . . . . .

Table with 2 columns: 2012 Percent, %

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**21** METHOD OF SELLING

Which ONE of the following best describes this establishment's principal method of selling in 2012?  
(Mark "X" only ONE box.)

- 0751  Electronic commerce (selling goods or facilitating the sale of goods via the Internet or other electronic means)
- 0752  Store or display showroom (selling from a fixed or permanent location with physical displays of priced merchandise and/or from a counter)
- 0753  Warehouse or office (including telephone/fax orders or outside sales representatives)
- 0754  Mail order
- 0755  Home shopping via television
- 0756  Direct selling (selling in a face-to-face manner away from a fixed location, such as house-to-house, party plan, or temporary kiosk sales)
- 0757  Vending machines
- 0758  Other - Specify 7

0759

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**HOW TO REPORT PERCENTS**

Percents should be **rounded to whole** percents.

If figure is **38.76%** of total sales: **Report** →

2012			
Report thousands of dollars OR whole percents. Estimates are acceptable.			
\$ Bil.	Mil.	Thou.	Percent
			39

**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 3 and HOW TO REPORT PERCENTS above. Do not combine data for two or more lines.)

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>1.</b> Packaged frozen food				
<b>a.</b> Frozen meals . . . . . 14111				
<b>b.</b> Frozen poultry products . . . . . 14118				
<b>c.</b> Frozen meat products . . . . . 14115				
<b>d.</b> Frozen fish and seafood products . . . . . 14112				
<b>e.</b> Frozen vegetables . . . . . 14113				
<b>f.</b> Frozen fruits and fruit juices (Report non-frozen juices on line 5f.) . . . . . 14114				

CONTINUE WITH 22 ON PAGE 10

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>1.</b> Packaged frozen food - Continued				
<b>g.</b> Frozen baked goods . . . . . 14116				
<b>h.</b> Other frozen foods, excluding frozen dairy products . . . . . 14117				
<b>i. Add lines 1a through 1h</b> . . . . . 14100				
<b>2.</b> Confectioneries, including candy, nuts, chips, and popcorn				
<b>a.</b> Candy, including chocolate . . . . . 14411				
<b>b.</b> Chewing gum . . . . . 14412				
<b>c.</b> Nuts, except raw . . . . . 14413				
<b>d.</b> Chips and popcorn . . . . . 14414				
<b>e.</b> Other confectioneries . . . . . 14415				
<b>f. Add lines 2a through 2e</b> . . . . . 14400				
<b>3.</b> Bread, baked goods, and baking ingredients				
<b>a.</b> Bread and rolls . . . . . 14821				
<b>b.</b> Cookies and cakes . . . . . 14822				
<b>c.</b> Cooking oils and margarine . . . . . 14823				
<b>d.</b> Flour . . . . . 14824				
<b>e.</b> Refined sugar . . . . . 14825				
<b>f.</b> Spices . . . . . 14826				
<b>g.</b> Baking mixes and dough . . . . . 14827				

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CONTINUE WITH **22** ON PAGE 11

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>3.</b> Bread, baked goods, and baking ingredients - Continued				
<b>h.</b> Other baked goods, including crackers . . . . . 14829				
<b>i. Add lines 3a through 3h</b> . . . . . 14820				
<b>4.</b> Nonperishable (canned and packaged) food				
<b>a.</b> Nonperishable (canned and packaged) fruit and vegetables . . . . . 14831				
<b>b.</b> Baby food . . . . . 14832				
<b>c.</b> Nonperishable (canned and packaged) meat . . . . . 14833				
<b>d.</b> Nonperishable (canned and packaged) fish and seafood . . . 14834				
<b>e.</b> Nonperishable (canned and packaged) milk . . . . . 14835				
<b>f.</b> Pickles and olives . . . . . 14837				
<b>g.</b> Preserves, jellies, jams, peanut butter, and honey . . . . . 14838				
<b>h.</b> Sauces, salad dressing, dips, and vinegar . . . . . 14839				
<b>i.</b> Condiments . . . . . 14841				
<b>j.</b> Soup . . . . . 14842				
<b>k.</b> Other nonperishable (canned and packaged) food, including nonperishable poultry products . . . . . 14848				
<b>l. Add lines 4a through 4k</b> . . . . . 14830				
<b>5.</b> Soft drinks, bottled water, juices, and nonalcoholic beverages				
<b>a.</b> Pre-mix and post-mix bulk soft drinks . . . . . 14852				
<b>b.</b> Packaged soft drinks . . . . . 14851				
<b>c.</b> Bottled water . . . . . 14853				

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>5.</b> Soft drinks, bottled water, juices, and nonalcoholic beverages - Continued				
<b>d.</b> Nonalcoholic beer and mixers . . . . . 14854				
<b>e.</b> Sport and energy drinks, including bottled and canned coffee and tea . . . . . 14855				
<b>f.</b> Nonfrozen fruit and vegetable juices . . . . . 14856				
<b>g. Add lines 5a through 5f</b> . . . . . 14850				
<b>6.</b> Coffee, tea, and powdered drink mixes				
<b>a.</b> Coffee, excluding bottled and canned . . . . . 14811				
<b>b.</b> Tea, excluding bottled and canned . . . . . 14812				
<b>c.</b> Powdered drink mixes . . . . . 14814				
<b>d. Add lines 6a through 6c</b> . . . . . 14800				
<b>7.</b> Dairy products, excluding dried, canned, condensed, and evaporated dairy products				
<b>a.</b> Raw milk and cream . . . . . 14215				
<b>b.</b> Milk and cream, excluding raw milk and cream . . . . . 14213				
<b>c.</b> Butter . . . . . 14211				
<b>d.</b> Cheese . . . . . 14212				
<b>e.</b> Yogurt . . . . . 14217				
<b>f.</b> Ice cream and other frozen dairy products . . . . . 14214				
<b>g.</b> Other dairy products . . . . . 14216				
<b>h. Add lines 7a through 7g</b> . . . . . 14200				
<b>8.</b> Fresh fruits and vegetables . . . . . 14700				

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CONTINUE WITH **22** ON PAGE 13

**CONTINUE ON PAGE 13**

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>9.</b> Fresh meat and meat products				
<b>a.</b> Beef not slaughtered on location . . . . . 14611				
<b>b.</b> Veal not slaughtered on location . . . . . 14612				
<b>c.</b> Lamb and mutton not slaughtered on location . . . . . 14613				
<b>d.</b> Pork not slaughtered on location . . . . . 14614				
<b>e.</b> Sausage and prepared meats made on location . . . . . 14615				
<b>f.</b> Sausage and prepared meats not made on location . . . . . 14616				
<b>g.</b> Meat from animals slaughtered on location . . . . . 14617				
<b>h.</b> Other meat and meat products, including bison, venison, deli (sliced) meats, and edible organs . . . . . 14618				
<b>i. Add lines 9a through 9h</b> . . . . . 14600				
<b>10.</b> Eggs, poultry, and poultry products, excluding canned and frozen poultry products . . . . . 14300				
<b>11.</b> Fish and seafood, excluding canned and frozen fish and seafood . . . . . 14500				
<b>12.</b> Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast . . . . . 14870				
<b>13.</b> Grocery specialties				
<b>a.</b> Pasta . . . . . 14882				
<b>b.</b> Breakfast cereals and bars . . . . . 14881				
<b>c.</b> Rice . . . . . 14883				
<b>d.</b> Packaged meals, excluding frozen . . . . . 14884				

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CONTINUE WITH **22** ON PAGE 14

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>13. Grocery specialties - Continued</b>				
<b>e. Other grocery specialties, including dried and soy milk</b> . . . 14888				
<b>f. Add lines 13a through 13e</b> . . . . . 14880				
<b>14. Pet food</b> . . . . . 15060				
<b>15. Paper and plastic products</b> . . . . . 13400				
<b>16. Restaurant and hotel equipment and supplies</b> . . . . . 10960				
<b>17. Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries, including body and hand soaps</b> . . . . . 13500				
<b>18. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum</b>				
<b>a. Home cleaning chemical solutions, polishes, and waxes</b> . . . 15345				
<b>b. Other chemicals and allied products</b> . . . . . 15344				
<b>c. Add lines 18a and 18b</b> . . . . . 15330				
<b>19. Commercial laundry and dry-cleaning equipment and supplies</b> 12530				
<b>20. Grains, beans, and seeds</b> . . . . . 14900				
<b>21. Tobacco and tobacco products</b> . . . . . 15900				
<b>22. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils</b> . . . . . 10540				
<b>23. Beer, ale, and brewers' products</b> . . . . . 15600				
<b>24. Wine and distilled alcoholic beverages</b> . . . . . 15700				

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CONTINUE WITH **22** ON PAGE 15

**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	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>25.</b> Miscellaneous commodities - <i>Specify</i> ↴				
<b>a.</b> <input type="text"/>	19811			
<b>b.</b> <input type="text"/>	19812			
<b>c.</b> <input type="text"/>	19813			
<b>26.</b> Rental and operating lease receipts . . . . .	19810			
<b>27.</b> Service receipts and labor charges, including installed parts . . . . .	19700			
<b>28. TOTAL</b> (Should equal <b>5</b> , line A, if reporting in dollars.) . . . . .	19990			100

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**23** Not Applicable.

**24** SHIPPING AND HANDLING

**A.** Did this establishment have any receipts from customers for shipping and handling of merchandise in 2012?

0981  Yes - Go to line B

0982  No - Go to **26**

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>

**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.

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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 preabricated components designed for a single application or reassembly of completed products . . . . . 1134
- 7. Other - Specify  0837 . . . . . 1137
- 8. TOTAL (Sum of lines 1 through 7 should equal 7, line A.) . . . . . 1138

2012				
Paid employees				

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B. GENERAL LINE GROCERIES

Mark "X" only ONE box if this establishment is a:

- 1181  Voluntary group wholesaler (An establishment affiliated with independent retailers engaged in joint sales promotions under a group name)
- 1182  Retail-cooperative wholesaler (An establishment owned and operated cooperatively by independent retailers buying collectively)
- 1183  Other grocery wholesaler

C. GOODS PURCHASED FROM FARMERS

Were 50 percent or more of the goods sold by this establishment in 2012 purchased directly from farmers?

- 1171  Yes
- 1172  No

D. PERCENT OF DROP SHIPPED SALES

Percentage of sales (reported in 5, line A) that were drop shipped and did not enter this establishment . . . . . 1111

2012		
Whole percent of sales and receipts		
		%

CONTINUE WITH 26 ON PAGE 17

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**If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.**

**26** SPECIAL INQUIRIES - Continued

**E. PURCHASE OF CONTRACT MANUFACTURING**

**1.** Did this establishment **purchase** contract manufacturing services from other companies or foreign plants of your company in 2012?

**Include:**

- Products for which the manufacturing (i.e., transforming or otherwise processing materials or components based on specifications provided by your company) was outsourced to other companies.
- Products for which the manufacturing was performed by your company's foreign plants.

**Exclude:**

- Services for packaging and assembling.
- Purchases of merchandise for resale (sale of products bought and sold without further processing or transformation).

1011  Yes - Go to line 2

1012  No - Go to **30**

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**2.** Report the costs incurred by this establishment for contract manufacturing purchased in 2012 . . . . . 1013

**3.** Report the value of sales, shipments, receipts, or revenue generated in 2012 from products whose purchases were reported as contract manufacturing costs in line 2 . . . . . 1015

	2012		
	\$ Bil.	Mil.	Thou.
1013	<input type="text"/>	<input type="text"/>	<input type="text"/>
1015	<input type="text"/>	<input type="text"/>	<input type="text"/>

**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 →

FROM	Month	Year	TO	Month	Year
	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>

Name of person to contact regarding this report

Title

Area code      Number      Extension  
 -  -

Area code      Number  
 -

E-mail address

Date completed  
 /  /

**Thank you for completing your 2012 ECONOMIC CENSUS form.**  
**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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