

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



FORM
SA-42
(11-28-2006)

2006 ANNUAL WHOLESALE TRADE SURVEY WHOLESALE DISTRIBUTORS

DUE DATE ➔

NOTICE — 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 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.

Any questions call 1-800-772-7851

Return the completed report in the enclosed preaddressed envelope by the due date shown above.

PROMPT RETURN WILL RESULT IN CONSIDERABLE SAVINGS TO YOUR GOVERNMENT.

RETURN TO

➔ U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001
FAX 1-800-447-4613

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any error(s) in name, address, and ZIP Code)

Internet Reporting

You may complete this survey online at:

<http://www.census.gov/econhelp/ats>

using your firm's unique username and original password, if you change your password, please keep a record for reference.

Username:

Password:

REPORTING INSTRUCTIONS

- This report should cover ALL wholesaler distributors' establishments in the United States whose payroll was reported on the Employer's Quarterly Federal Tax Return, Treasury Form 941, **under the Employer Identification Number (EIN)** shown in the address label (or as corrected in item 9).
- **Include** data for auxiliary facilities operated under this EIN that are primarily engaged in furnishing supporting services to your wholesale establishments (such as warehouses, garages, central administrative offices, and repair services). Only include the sale of goods that are in the United States.
- For establishments sold or acquired during 2006, report data only for the period the establishments were operated by your firm.
- If book figures are not available, carefully prepared estimates for data items are acceptable for the statistical purposes of this survey. Be sure to complete every item. Enter "0" in items where appropriate.
- Report data for calendar year(s) requested. If calendar year records are not available, data for the fiscal year will be acceptable. Indicate in the appropriate items the period covered.
- Please explain any significant year-to-year data changes or clarify your responses, in item 11 Remarks, on page 5.

1 NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 2006

What was the total number of wholesale distributors' establishments covered by the EIN shown in the address label, including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments?

Number in 2006

110

2 DOLLAR VOLUME OF BUSINESS

A. What were the amounts of sales and other operating receipts EXCLUDING sales (or other) taxes collected but INCLUDING the value of liquor and tobacco tax stamps for the wholesale distributors reported in 1 ?

Include e-commerce sales shown in item 3B.

B. Were sales (or other) taxes collected directly from customers and forwarded directly to taxing authorities?

145 1 YES → Report the amount of taxes but DO NOT include taxes in item 2A above.
2 NO

C. Total sales and other operating receipts including sales (or other) taxes

Sum of lines 2A and 2B above.

2006			
\$ Bil.	Mil.	Thou.	Dol.
100			
102			
103			

NOTE: Carefully prepared estimates are acceptable if book figures are not available.



Instructions: Sales should cover 12 months of data. If sales are for a fiscal year, sales should represent 12 months of data and include at least 6 months of data from the reference year.

INCLUDE

- Sales of goods which are shipped on this firm's orders directly to customers
- Retail sales made by wholesale establishments covered by this report
- Gross value of sales made on a commission basis for non-affiliated firms
- Cash and credit sales
- Receipts from freight, installations, rentals, maintenance, repairs, alterations, storage, and other such services
- Excise taxes (such as those on gasoline, liquor, and tobacco) which are levied on the manufacturer and **included** in the cost of goods purchased by this firm

EXCLUDE

- Sales of establishments that are primarily selling products manufactured or mined in the U.S. by your firm
- Foreign sales of goods that never enter the United States
- Inter-company transfers to other establishments in your firm
- Taxes (sales, excise, and other) collected **directly** from customers and paid **directly** to a local, State, or Federal agency
- Nonoperating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)
- Receipts from customers for carrying or other credit charges
- Commissions earned for the sale of products

DEDUCT

- Refunds and allowances for returned goods
- The actual value of rebates and discounts granted to the purchaser, even if granted as an increase in trade-in allowance

D. Did you report sales figures in 2A for periods that began on January 1 and ended on December 31?

1 YES – Continue with 3
2 NO → Please report your beginning and ending dates for 2006

Beginning dates
Ending dates

2006		
Month	Day	Year
104		
105		

3 E-COMMERCE

A. Did the wholesale establishments in 1 have any e-commerce and/or Electronic Data Interchange (EDI) network sales during 2006?

E-commerce sales and/or receipts are sales of goods and services, where an order is placed by the buyer or price and terms of the sale are negotiated over an Internet, extranet, EDI network, electronic mail, or other online system. Payment may or may not be made online.

120 1 YES → Continue with 3B
2 NO – GO to question 4 on the next page

B. What are the total e-commerce and EDI network sales and/or receipts for 2006 for the wholesale establishments reported in 1 ?

- This amount should equal the sum of 3B1 and 3B2 shown below.
- Also include this amount in item 2A.

1. Did the wholesale establishments have EDI network sales during 2006?
(This includes EDI over the internet)

131 1 YES → What was the amount of these sales?
2 NO – Continue with 3B2

2. Did the wholesale establishments have Internet, extranet, electronic mail and/or other online system sales during 2006 (exclude EDI)?

130 1 YES → What was the amount of these sales?
2 NO – Continue with 4 on the next page

2006			
\$ Bil.	Mil.	Thou.	Dol.
113			
115			
114			

4 VALUE OF INVENTORIES

A. Did establishments covered by this report own inventories (regardless of where held) at the end of 2006?

- 320 YES – Continue with 4B
 2 NO – Go to item 7.

B. Were any of the inventories subject to the Last-in, First-out (LIFO) valuation method?

- 385 YES – Continue with 4C
 2 NO – Complete 4C1 then Go to item 6.

C. Report inventories of products covered by this report, owned as of December 31

1. Total inventories before LIFO adjustment (if any)
2. LIFO reserve (if any)
3. Total inventories after LIFO adjustment (Line 4C1 minus line 4C2.)

End of 2006			
\$ Bil.	Mil.	Thou.	Dol.
200			
301			
305			

5 INVENTORY BY VALUATION METHOD

Report how much of the inventory reported in 4C1 was subject to each valuation method:

- A. LIFO valuation method before adjustment
- B. Any other valuation method
- C. Total (Line 5A plus line 5B. Total should equal 4C1.)

End of 2006			
\$ Bil.	Mil.	Thou.	Dol.
302			
303			
306			

6 INVENTORY OUTSIDE OF THE UNITED STATES

A. Of the inventories reported in 4C1 were any stored or en route OUTSIDE the 50 states and the District of Columbia?

- 221 YES – What is the value of those inventories. (Do not report inventory held in Foreign Trade Zones or in bond warehouses in the U.S.)
- 2 NO – Continue with 6B.

End of 2006			
\$ Bil.	Mil.	Thou.	Dol.
204			

B. What is the date for the inventory reported in 4C1 above, IF OTHER than December 31?

2006		
Month	Day	Year
203		

7 TOTAL PURCHASES OF PRODUCTS

2006

\$ Bil.	Mil.	Thou.	Dol.
400			

Using the same reporting period defined for sales data provided in 2, What was the total cost of all products **purchased for resale for which you took title in 2006 (net of returns, allowances, and trade and cash discounts but including amounts allowed for trade-ins), whether or not payment was made during 2006?**

NOTE — If purchases are **greater than sales**, please explain in item 11 Remarks on page 5.

INCLUDE

- Both raw and finished goods
- Cash and credit purchases
- Products in transit to you for which you have taken title
- Deliveries of your products to your warehouse(s) and store(s) but not deliveries from your warehouse(s) to your own store(s)
- Amounts allowed for trade-ins
- Freight, delivery, and other transportation costs included in product cost
- Import duties (if paid separately)
- Value of goods shipped from your manufacturing plants to be sold
- The cost of services resold without processing
- Parts and supplies used in repair work or other service type activities

EXCLUDE

- Purchases of containers, wrapping, packaging and selling supplies
- Expenditures for supplies, equipment, and parts purchased for your company's use
- Purchases of liquor and tobacco tax stamps
- Sales and other taxes collected directly from customers and paid directly to a local, State, or Federal agency

8 TOTAL OPERATING EXPENSES OF WHOLESALE DISTRIBUTORS

2006

\$ Bil.	Mil.	Thou.	Dol.
500			

What were the total operating expenses during 2006 for only the wholesale establishments reported in 1?

INCLUDE

Expenses arising from the normal course of business.

EXCLUDE

- Bad debt
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Sales and other taxes collected directly from customers and paid directly to a local, State, or Federal government agency
- Interest expenses
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Capitalized expenses (except payroll and fringe benefits)
- Transfers made within the company

9 FEDERAL EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) printed in the upper left corner of the address box the **SAME** as that used for this firm on its latest 2006 Employer's Quarterly Federal Tax Return, Treasury Form 941?

- 020 1 YES → GO to 11
 2 NO – Continue with 9A

A. What is the current EIN for this firm?

021

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

B. When did you start reporting payroll under this EIN?

Month	Year
022	

10 COMPANY AFFILIATION

Is this firm owned or controlled by a manufacturer?

- 1 YES → **Is this manufacturer:** Domestic? Foreign? Both?
 2 NO – Continue with 11

11 **Remarks** – Please use this space, to explain any significant year-to-year data changes, to clarify your responses, or to indicate where data was estimated.

962

CENSUS USE
961

12 **CERTIFICATION** — This report is substantially accurate and has been prepared in accordance with instructions.

Name of person to contact regarding this report <i>(Please print)</i> 950	Address <i>(Number and street, city, State, ZIP Code)</i> 951	954 Telephone		
		Area code	Number	Extension
Signature of authorized person	Title 952	Date 953	955 Fax number	
			Area code	Number
957 E-mail address		956 Internet address (firm's homepage)		
		http://		

Public reporting burden for this collection of information is estimated to average 31 minutes per response, including the time for assembling data from existing records and completing the form. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0195, U.S. Census Bureau, 4600 Silver Hill Road, Stop 1500, Washington, DC 20233-1500. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0195" 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 of this form.

Thank you for completing your Annual Wholesale Trade Survey.