

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



FORM  
**SA-42A(AGBR)**  
(9-27-2007)

**DUE DATE** ➔

## 2007 ANNUAL WHOLESALE TRADE REPORT AGENTS, BROKERS, AND ELECTRONIC MARKETS

**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.

**INFORMATION COPY  
DO NOT USE TO REPORT**

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

**Have questions?**

Call 1-800-327-4389 (option 3)  
Weekdays  
8:30 a.m. to 4:30 p.m. EST

**How can I report?**

Via Fax:  
1-800-447-4613

Via Mail:  
U.S. CENSUS BUREAU  
1201 East 10th Street  
Jeffersonville, IN 47132-0001

Via Internet:

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

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

Username:

Password:

### GENERAL INSTRUCTIONS

- This report should cover ALL agent, broker, and electronic market locations **operated by your company and its subsidiaries in the United States** (all 50 States and the District of Columbia), except for subsidiaries of operating units which have been requested to submit separate Annual Wholesale Trade reports to the U.S. Census Bureau.
- For establishments sold or acquired during 2007, report data only for the period the establishments were operated by your firm.
- Estimates are acceptable if book figures are not available.

### Agents, Brokers, or Electronic Markets

Firms that primarily arrange for the sale or purchase of goods owned by others, generally on a fee or commission basis

Examples include:

- Auction companies
- Commission merchants
- Import or export agents
- Manufacturers' agents
- Manufacturers' representatives
- Merchandise brokers
- Purchasing agents
- Selling agents
- Electronic markets (business to business)

### 1 OWNERSHIP OR CONTROL

**Does another firm own more than 50 percent of the working stock or have the power to control the management and policies of this firm?**

050 1  YES - **What are the name and address of the owning or controlling firm and its Employer Identification Number?**

2  NO - Continue with 2

Name and address of controlling firm

056  
EIN   -

**CONTINUE ON NEXT PAGE** ➔

**2 NUMBER OF AGENT, BROKER, AND ELECTRONIC MARKET LOCATIONS**

What were the total number of agent, broker, and electronic market locations that met the criteria below on December 31, 2007?

**Number in 2007**  
 110

**Include:**

- Selling or purchasing locations where more than half of the volume of business is conducted on a commission basis
- Electronic markets where buyers and sellers are brought together using the Internet or other electronic means and your company receives a commission or fee for the service

**Exclude:**

- Selling or purchasing locations primarily buying and selling goods on their own account
- Locations selling or facilitating the sale of goods to the general public

**NOTE:**

If you reported "0," please describe the sales at locations owned by your firm and its subsidiaries in item 6 Remarks section on page 3. Complete item 7 Contact person on page 4 and return this form in the enclosed envelope.

**3 DOLLAR VOLUME OF BUSINESS**

Total receipts and other operating revenue, should:

**INCLUDE**

- All revenue from locations identified in item 2
- Revenue from the sale of goods on your own account
- All revenue from businesses and household consumers
- 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
- E-commerce receipts included in 4B
- Commissions and selling or listing fees

**EXCLUDE**

- 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
- Taxes (sales and other) collected directly from customers and paid directly to a Federal, State, or local tax agency

**DEDUCT**

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

**A. What were total receipts and other operating revenues for the locations identified in item 2?**

2007			
\$ Bil.	Mil.	Thou.	Dol.
100			

**NOTE:** The sum of items 3A1 and 3A2 should equal item 3A

1. What were commissions and selling or listing fees?

140			
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2. What were product sales on your own account and other operating revenue? (Include e-commerce sales on own account)

141			
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**B. Gross selling value of business conducted on the account of others on a commission basis**

Exclude commissions, fees and goods that never enter the United States (Include e-commerce sales conducted for others)

\$ Bil.	Mil.	Thou.	Dol.
142			

**NOTE:** Gross selling value, item 3B should NOT equal the value in item 3A above

**C. On average, what percentage rate do you earn for the products purchased or sold for others. (Line 3A1 divided by line 3B x 100)**

143 \_\_\_\_\_%

**D. Did you report receipts figures in 3A for the period that began on January 1 and ended on December 31?**

<sup>106</sup>  YES – Continue with 4 on the next page

NO → Please report your beginning and ending dates for 2007

Beginning date

2007		
Month	Day	Year
104		

Ending date

Month	Day	Year
105		

**4 E-COMMERCE**

**A. Did the agent, broker, and electronic market locations in 2 have any e-commerce or Electronic Data Interchange (EDI) network sales during 2007?**

*E-commerce sales and/or receipts are sales of goods and services, where an order is placed by the buyer, or the 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 4B  
 2  NO – Go to 5 below

**B. What is the GROSS SELLING VALUE of any e-commerce and EDI network sales and/or receipts for 2007 for your agent, broker, and electronic market?**

*(Exclude commissions)*

**2007**

\$ Bil.	Mil.	Thou.	Dol.
113			

▶ **NOTE:** Line 4B should equal line 4B1 plus line 4B2

**1. Did the agent, broker, and electronic market have EDI network sales during 2007?**  
*(This includes EDI over the internet)*

- 131 1  YES → What was the amount of these sales?  
 2  NO – Continue with 4B 2

115			
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**2. Did the agent, broker, and electronic market have Internet, extranet, electronic mail or other online system sales during 2007? (Exclude EDI).**

- 130 1  YES → What was the amount of these sales?  
 2  NO – Continue with 5

114			
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**5 TOTAL OPERATING EXPENSES OF AGENTS, BROKERS, AND ELECTRONIC MARKETS**

**2007**

**What were the total operating expenses ONLY for your agent, broker, and electronic market locations?**

\$ Bil.	Mil.	Thou.	Dol.
500			

**INCLUDE**

Expenses arising from the normal course of business

**EXCLUDE**

- Bad debt
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax 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

**6 Remarks – Please use this space to explain any significant year-to-year changes, to clarify your responses, etc.**

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961

**7 CONTACT PERSON** – Certifies data are accurate and can assist with any questions

950

Name of person completing this report – *Please print*

952

Title

954 Telephone

Area code	Number	Extension

955 Fax

Area code	Number

957 E-mail address

**THANK YOU****for completing your Annual Wholesale Trade Report***We suggest you keep a copy for your records*

Public reporting burden for this collection of information is estimated to average 30 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, AMSD-3K138, Washington, DC 20233. You may e-mail comments to [Paperwork@census.gov](mailto:Paperwork@census.gov); use "Paperwork Project 0607-0195" as the subject. 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.