

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



FORM  
**SA-42A**  
(11-29-2005)

## 2005 ANNUAL 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 wholesale distributors' establishments **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 Trade Survey Reports to the U.S. Census Bureau.
- **Exclude** goods produced by your **own** company or **parent** company if goods are manufactured in the United States.
- **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 2005, 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, clarify your responses, or indicate where data was estimated in item 10 Remarks, on page 4.

### 1 NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 2005 AND 2004

**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 2005    Number in 2004**

110	160
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**CONTINUE ON NEXT PAGE ➔**

**2 DOLLAR VOLUME OF BUSINESS**

**A. What were the amounts of sales and other operating receipts for the wholesale distributors reported in 1? Include e-commerce sales shown in item 3B.** . . . . .

2005				2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
100				150			

**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** 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

**B. 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 2005 and 2004** . . . . .

**Beginning dates**

**Ending dates**

2005			2004		
Month	Day	Year	Month	Day	Year
104			154		
105			155		

**3 E-COMMERCE**

**A. Did the wholesale establishments in 1 have any e-commerce and/or Electronic Data Interchange (EDI) network sales during 2005 and 2004?**

*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 2005 and 2004 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 2005 and 2004?** (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 2005 and 2004 (exclude EDI)?**

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

2005				2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
113				163			
115				165			
114				164			

**4 VALUE OF INVENTORIES**

**A. Did establishments covered by this report own inventories (regardless of where held) at the end of 2005 or 2004?**

- <sup>320</sup> 1  YES – Go to line B  
 2  NO – Go to item 7.

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

**1. Total inventories before Last-in, First-out (LIFO) adjustment (if any)** .....

**2. LIFO reserve (if any)** .....

**3. Total inventories after LIFO adjustment (Line B1 minus line B2.)** .....

End of 2005				End of 2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
200				250			
301				351			
305				355			

**5 INVENTORY BY VALUATION METHOD**

**Report how much of the inventory reported in 4 B1 was subject to each valuation method:**

**A. LIFO valuation method before adjustment** .....

**B. Any other valuation method** .....

**C. Total (Line A plus line B. Total should equal 4B1.)** .....

End of 2005				End of 2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
302				352			
303				353			
306				356			

**6 INVENTORY OUTSIDE OF THE UNITED STATES**

**A. Were any of the inventories reported in 4 B1 stored or en route outside the U.S. (50 states and the District of Columbia), or stored in U.S. Customs In-Bond Warehouses or Foreign Trade Zones?**

- 1  YES – Report the dollar amount .....
- 2  NO – Go to item B.

End of 2005			
\$ Bil.	Mil.	Thou.	Dol.
204			

**B. What are the dates for the inventory reported in 4 B1 above, IF they are OTHER than December 31?** .....

2005			2004		
Month	Day	Year	Month	Day	Year
203			253		

**7 TOTAL PURCHASES OF MERCHANDISE IN 2005 AND 2004**

**A.** Using the same reporting period defined for sales data provided in **2**, What was the total cost of all merchandise purchased for resale for which you took title in 2004 (net of returns, allowances, and trade and cash discounts but including amounts allowed for trade-ins), whether or not payment was made during 2005 and 2004?

**NOTE** — If purchases are greater than sales, please explain in item **10** Remarks below.

**INCLUDE**

- Both raw and finished goods
- Cash and credit purchases
- Merchandise in transit to you for which you have taken title
- Deliveries of your merchandise 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
- Import duties (if paid separately)

- 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

Purchases at Cost Value				Purchases at Cost Value			
2005				2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
400				450			

**B.** Were any of the goods purchased for resale ordered over an Internet, extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system?

405 1  YES 2  NO 3  Don't know

**8 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 **9**

**Name and address of controlling firm**

056

**EIN**

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**9 COMPANY AFFILIATION**

Is this firm owned or controlled by a manufacturer?

1  YES —> **Is this manufacturer:**     Domestic?     Foreign?     Both?

2  NO — Continue with **10**

**10 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.**

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**11 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 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, 4700 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 Trade Survey.**