

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



FORM  
**SA-42A(AGBR)**  
(11-20-2006)

## 2006 ANNUAL WHOLESALE TRADE SURVEY AGENTS, BROKERS, AND ELECTRONIC MARKETS

**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>

Username:

Password:

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

**REPORTING INSTRUCTIONS**

- This report should cover ALL agent, broker, and electronic market locations **operated by your company and its subsidiaries in the 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 Survey Reports to the U.S. Census Bureau.
- Report data "for calendar year(s) requested." If calendar year records are not available, data for the fiscal years will be acceptable. Indicate in the appropriate items the periods covered.
- 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.
- If estimates are used for any data items, please identify which question numbers contain estimates in item **6** Remarks section on page 4.
- Please explain any significant year-to-year data changes, clarify your responses, or indicate where data was estimated in item **6** Remarks section on page 4.

**Merchandise Agent, Broker, or Electronic Market**

Firms that primarily arrange for the sell or purchase of goods between businesses on an agency basis (do not take title to goods)

Examples include:

- Auction companies
- Commission merchants
- Import or export agents
- Manufacturers' agents
- Manufacturers' representatives
- Merchandise brokers
- Purchasing agents
- Selling agents
- Electronic markets (between two businesses, B to B)

**CONTINUE ON NEXT PAGE** ➔

**1 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, 2006?

**Number in 2006**  
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 Remarks section on page 4. Complete item 6 Certification on page 4 and return this form in the enclosed envelope. **7**

**2 DOLLAR VOLUME OF BUSINESS**

**Total receipts and other operating revenue, should:**

**INCLUDE**

- All revenue from locations identified in item 1.
- 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 3B
- Commissions and selling or listing fees

**EXCLUDE**

- Non-operating 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 goods
- The actual value of rebates and discounts granted to the purchaser, even if granted as an increase in trade-in allowance

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

**A. Total receipts and other operating revenues for the locations identified in item 1**

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

► **NOTE:** The sum of items 2A1 and 2A2 should equal item 2A

1. Commissions and selling or listing fees
2. Product sales on your own account and other operating revenue  
(Include e-commerce sales on own account)

2006			
\$ Bil.	Mil.	Thou.	Dol.
140			
141			

**B. Gross selling value of business conducted on a commission basis.**  
Exclude commissions, fees and goods that never enter the United States.  
Include e-commerce sales conducted for others.

2006			
\$ Bil.	Mil.	Thou.	Dol.
142			

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

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

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

- 1  YES – Continue with 3 on the next page.
- 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 agent, broker and electronic market locations in 1 have any e-commerce 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 3 B  
 2  NO – Go to 4 below

**B. What is the gross selling value of any e-commerce and EDI network sales and/or receipts for 2006 for your agent, broker and electronic markets?**

*(Exclude commissions)*

▶ **NOTE:** Line B should equal line 1 plus line 2

**1. Did the agent, broker and electronic market 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 3 B 2

**2. Did the agent, broker and electronic market have Internet, extranet, electronic mail or other online system sales during 2006? (Exclude EDI).**

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

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

**4 TOTAL OPERATING EXPENSES OF AGENTS, BROKERS AND ELECTRONIC MARKETS**

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

2006			
\$ 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
- 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

**5 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 6

Name and address of controlling firm

056  
 EIN 

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**6** **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

<b>CENSUS USE</b>
961

**7** **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, 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.**