

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



FORM
SA-42A(AGBR)
(11-28-2005)

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

**2005 ANNUAL TRADE SURVEY
AGENTS, BROKERS, AND ELECTRONIC MARKETS**

**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 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 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 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.
- 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 business, 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, 2005 and December 31, 2004?

Number in 2005	Number in 2004
110	160

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," for both years please describe the sales at locations owned by your firm and its subsidiaries in item 6 Remarks section on page 4. Complete item 7 Certification on page 4 and return this form in the enclosed envelope.

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 receipt **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

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

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

2005				2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
140				190			
141				191			

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)

B. Gross selling value of business conducted on a commission basis.
(Excluding commissions, fees and goods that never enter the United States, but include e-commerce sales conducted for others)

2005				2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
142				192			

C. On average, what percentage rate do you earn for the products you arrange the sale or purchase of 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 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 agent, broker and electronic market locations in 1 have any e-commerce 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 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 2005 and 2004 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 2005 and 2004? (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 2005 and 2004? (Exclude EDI).

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

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

4 OPERATING EXPENSES OF AGENTS, BROKERS AND ELECTRONIC MARKETS

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

2005				2004			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.
500				550			

INCLUDE

- Annual payroll of agents, brokers, and electronic markets personnel
- Fringe benefits and supplements to wages and salaries
- Liquor and tobacco tax stamps, taxes, and license fees
- Equipment which was expensed (rather than capitalized)
- Depreciation and amortization charges including depreciation charges on equipment obtained through a capital or full payout lease, or on equipment rented to others through an operating lease
- Lease and rental payments made for equipment leased under an operating lease
- Advertising services and expenses
- Commission paid to others
- Office supplies, postage, shipping and packing materials and expenses
- Legal services, data processing, and other contract work performed by others
- Utilities, telephone and other purchased communications services
- Other expenses such as insurance, storage, repair, bad debt theft, and damage losses

EXCLUDE

- Operating expenses and payroll of your operating units that are not agents, brokers, and electronic markets
- Purchases of goods for resale
- Income taxes
- Sales and other taxes collected directly from customers and paid directly to a Federal, State, or local agency
- Interest expenses
- Payments to, or withdrawals by, proprietors and partners of an unincorporated firm
- Lease payments for merchandise obtained through capital, finance, or full payout leases

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.

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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, 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.