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



FORM **SA-42A** (10-1-2007)

2007 ANNUAL WHOLESALE TRADE REPORT WHOLESALE DISTRIBUTORS

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.

DUE DATE

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:

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

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 wholesale distributor 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 Wholesale Trade reports.
- **Include** data for auxiliary facilities of your firm that are primarily engaged in furnishing supporting services to your wholesale establishments (such as warehouses, garages, central administrative offices, and repair services).
- 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.

SPECIAL INSTRUCTIONS

OWNERSHIP OR CONTROL	Name and address of controlling firm
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	056 EIN
2 COMPANY AFFILIATION	
Is this firm owned or controlled by a manufacturer?	
610 1 YES Is this manufacturer: 611 Domest	tic? 2 Foreign? 3 Both?
3 NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 200	7
What was the total number of wholesale distributor establishments of the address label, including auxiliary locations (such as warehouses administrative offices) servicing these establishments?	

4 DOLLAR VOLUME OF BUSINESS						
Instructions: Sales should cover 12 months of data. If sales are include at least 6 months of data from the reference year.	e for a fiscal year, sales sho	ould represent 12	months	of data a		
A. What were the amounts of sales and other operating receip	ts for the wholesale		\$ Bil.	Mil.	Thou.	Dol.
establishments reported in \bigodot ? (Include e-commerce sales	shown in item Θ B) —		100			
INCLUDE	EXCLUDE				1	
 Sales of products that are shipped on this firm's orders directly to customers 	 Sales from establishme manufactured or mined 					
Retail sales made by wholesale establishments covered by this report	 Foreign sales of production Taxes (sales, excise, and excise) 	and other) collect	ed dire c	ctly from	custom	ers
 Gross value of sales made on a commission basis (not your actual commissions) Receipts from freight, installations, rentals, maintenance, repairs, 	 and paid directly to a Nonoperating receipts investments, and receipt 	(such as interest	income,	income f	rom	
alterations, storage, and other such services Excise taxes (such as those on gasoline, liquor, and tobacco) that	Commissions earned for Receipts from custome	or the sale of pro	ducts		,	
are levied on the manufacturer and included in the cost of products purchased by this firm • Sales to farmers for farm use	DEDUCT	is for carrying or	outer cre	cuit criar	yes	
Codes to familiary for familiase	Refunds and allowandThe actual value of reb	ates and discoun	its grante	ed to the		
	purchaser, even if gran	ited as an increas	se in trac	ie-in alio	wance	
B. Did you report sales figures in ②A for the period that begar	on January 1 and end	ed on Decemb	er 31?			
	-			20	07	
			Month	Day	Ye	ar
106 1 ☐ YES – Continue with ⑤	Roy	ginning date	104			
2 □NO → Please report your beginning and ending da	,	Jilling date	Month	Day	Ye	ar
	Enc	ding date	105			
	(=:::					
5 E-COMMERCE						
A. Did the wholesale establishments in (9) have any e-commercial sales during 2007?	ce and/or Electronic Da	ata Interchang	je (EDI)	netwo	rk	
E-commerce sales and/or receipts are sales of goods and services, whe negotiated over an Internet, extranet, EDI network, electronic mail, or other services.	re an order is placed by the ner online system. Payment	buyer, or the pri may or may not	ce and to be made	erms of t e online.	he sale a	ıre
120 1 YES → Continue with ⊕B						
$_2\square$ NO – GO to question $oldsymbol{\bigcirc}$ on the next page			Φ = ::	20		
			\$ Bil. 113	Mil.	Thou.	Dol.
B. What are the total e-commerce and EDI network sales and/ wholesale establishments reported in ②?	or receipts for 2007 for	the -				
 This amount should equal the sum of ⊕B1 and ⊕B2 shown below. Also include this amount in item ⊕A 						
1. Did the wholesale establishments have EDI network sale (This includes EDI over the internet)	s during 2007?		115			
131 1 YES → What was the amount of these sales? — 2 NO – Continue with ⑤B2						
2. Did the wholesale establishments have Internet, extrane online system sales during 2007 (exclude EDI)?	t, electronic mail and/o	or other	114			
130 1 YES → What was the amount of these sales? —						
2 NO − Continue with 6 on the next page						

6 VALUE OF INVENTORIES				
A. Did establishments covered by this report own inventories (regardless of where held) at the end	of 2007	?		
320 ₁ ☐ YES – Continue with ⑤ B				
2 ☐ NO – Go to item ② on the next page.				
B. Were any of the inventories subject to the Last-in, First-out (LIFO) valuation method?				
385 1 ☐ YES – Continue with ③ C				
2 ☐ NO – Complete ⓒ C1 then Go to item ⑤				
C. Report inventories of products covered by this report, owned as of December 31, 2007:		End of		Dol
	\$ Bil. 200	Mil.	Thou.	Dol.
Total inventories before LIFO adjustment (if any)				
	301			
2. LIFO reserve (if any)	·			
	305			
3. Total inventories after LIFO adjustment (Line GC1 minus line GC2)				
7 INVENTORY BY VALUATION METHOD				
Report how much of the inventory reported in ③C1 was subject to each valuation method:				
	\$ Bil.	Mil.	Thou.	Dol.
	302			
A. LIFO valuation method before adjustment —	•			
	303			
B. Any other valuation method —	•			
0 T-1-1 // 12 OA -/ - (12 OR) T-12 // -/ -/ -/ -/ -/ -/ -/ -/ -/ -/ -/ -/	306			
C. Total (Line A plus line B) This total should equal C1 C1 C2 C3 C3 C4 C4 C4 C5 C1 C4 C4 C4 C4 C4 C4 C4 C4 C4	·			
6				
8 INVENTORY OUTSIDE OF THE UNITED STATES				
A. Of the inventories reported in ③C1, were any stored or en route OUTSIDE the 50 states and the District of Columbia?	\$ Bil.	Mil.	Thou.	Dol.
221 1 YES – What is the value of those inventories. (Do not report inventory held in	204			
1 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 ③ B	Month	Dou	V-	or
	Month 203	Day	Υe	al
B. What is the date for the inventory reported in \bigcirc C1 above, IF OTHER than December 31, 2007? \rightarrow				

\$ Bil.

9 T	OTAL	PURCH#	SES OF	PRODUCTS
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2007			
Mil.	Thou.	Dol.	

What was the total cost of all products purchased for resale for which you took title in 2007 whether or not payment was made during 2007?

NOTE — If purchases are **greater than sales**, please explain below in item **(1)**.

INCLUDE

- · Amounts allowed for trade-ins
- · Both raw and finished goods
- 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)
- 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

- Returns, allowances, and trade and cash discounts
- 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
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax agency

10 TOTAL OPERATING EXPENSES OF WHOLESALE DISTRIBUTORS

**Bil. Mil. Thou. Dol. 500

What were the total operating expenses during 2007 for only the wholesale establishments reported in **⊙**?

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

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

CENSUS USE

CONTACT PERSON - Certifies data are accurate and can assist with any questions						
950	Name of person completing this report – <i>Please print</i>					
952	Title					
954	Telephone Area code Number Extension					
	Area code Number Extension					
955	Fax					
	Area code Number					
Į Į						
957	E-mail address					
l						
	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 33 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;					
	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.					