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

FORM
SA-42
(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

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

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 wholesale distributor establishments in the United States reporting payroll **under the Employer Identification Number (EIN)** shown in the address label (or as corrected in item ❶).
- **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).
- 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

❶ **FEDERAL EMPLOYER IDENTIFICATION NUMBER**
Is the Employer Identification Number (EIN) printed in the upper left corner of the address box the SAME as that used for this firm on its latest Employer's Quarterly Federal Tax Return, Treasury Form 941?

020   1 ☐ YES ⟶ *GO to* ❷

     2 ☐ NO – *Continue with* ❶A

021

A. What is the current EIN for this firm? ⟶ ☐☐ – ☐☐☐☐☐☐☐

                 Month   **Year**

022

B. When did you start reporting payroll under this EIN? ⟶

❷ **COMPANY AFFILIATION**

Is this firm owned or controlled by a manufacturer?

610   1 ☐ YES ⟶ Is this manufacturer: 611   1 ☐ **Domestic?**   2 ☐ **Foreign?**   3 ☐ **Both?**

     2 ☐ NO – *Continue with* ❸

❸ **NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 2007**

What was the total number of wholesale distributor 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 2007
110

CONTINUE ON NEXT PAGE ⟶

④ DOLLAR VOLUME OF BUSINESS

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.

A. What were the amounts of sales and other operating receipts for the wholesale establishments reported in ③? (Include e-commerce sales shown in item ⑤B)

	2007		
$ Bil.	Mil.	Thou.	Dol.
100			

INCLUDE
- Sales of products that 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 (not your actual commissions)
- Receipts from freight, installations, rentals, maintenance, repairs, alterations, storage, and other such services
- Excise taxes (such as those on gasoline, liquor, and tobacco) that are levied on the manufacturer and included in the cost of products purchased by this firm
- Sales to farmers for farm use

EXCLUDE
- Sales from establishments that are primarily selling products manufactured or mined in the United States by your firm
- Foreign sales of products that never enter the United States
- Taxes (sales, excise, and other) collected **directly** from customers and paid **directly** to a local, State, or Federal tax agency
- Nonoperating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)
- Commissions earned for the sale of products
- Receipts from customers for carrying or other credit charges

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

B. Did you report sales figures in ④A for the period that began on January 1 and ended on December 31?

106
1 ☐ YES – *Continue with* ⑤

2 ☐ NO ⟶ Please report your beginning and ending dates for 2007 ⟶

Beginning date

	2007	
Month	Day	Year
104		

Ending date

Month	Day	Year
105		

⑤ E-COMMERCE

A. Did the wholesale establishments in ③ have any e-commerce and/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* ⑤B

2 ☐ NO – *GO to question* ⑥ *on the next page*

B. What are the total e-commerce and EDI network sales and/or receipts for 2007 for the wholesale establishments reported in ③?
- *This amount should equal the sum of* ⑤B1 *and* ⑤B2 *shown below*
- **Also include this amount in item** ④A

	2007		
$ Bil.	Mil.	Thou.	Dol.
113			

1. Did the wholesale establishments 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* ⑤B2

115			

2. Did the wholesale establishments have Internet, extranet, electronic mail and/or other online system sales during 2007 (exclude EDI)?

130 1 ☐ YES ⟶ **What was the amount of these sales?**

2 ☐ NO – *Continue with* ⑥ *on the next page*

114			

CONTINUE ON 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* ⑥B

    2 ☐ NO – *Go to item* ⑨ *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* ⑥C

    2 ☐ NO – *Complete* ⑥C1 *then Go to item* ⑧

C. Report inventories of products covered by this report, owned as of December 31, 2007:

| | End of 2007 | | | |
	$ Bil.	Mil.	Thou.	Dol.
1. Total inventories before LIFO adjustment (if any)	200			
2. LIFO reserve (if any)	301			
3. Total inventories after LIFO adjustment *(Line ⑥C1 minus line ⑥C2)*	305			

⑦ INVENTORY BY VALUATION METHOD

Report how much of the inventory reported in ⑥C1 was subject to each valuation method:

	$ Bil.	Mil.	Thou.	Dol.
A. LIFO valuation method before adjustment	302			
B. Any other valuation method	303			
C. Total *(Line ⑦A plus line ⑦B.) This total should equal* ⑥C1	306			

⑧ INVENTORY OUTSIDE OF THE UNITED STATES

A. Of the inventories reported in ⑥C1, 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 Foreign Trade Zones or in bond warehouses in the U.S.)*	204			

    2 ☐ NO – *Continue with* ⑧B

	Month	Day	Year
B. What is the date for the inventory reported in ⑥C1 above, IF OTHER than December 31, 2007? →	203		

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CONTINUE ON NEXT PAGE ⟶

⑨ TOTAL PURCHASES OF PRODUCTS

2007

$ Bil.	Mil.	Thou.	Dol.
400			

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 ⑪ .

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

2007

$ Bil.	Mil.	Thou.	Dol.
500			

What were the total operating expenses during 2007 for only the wholesale establishments reported in ③?

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

⑪ Remarks – *Please use this space to explain any significant year-to-year data changes, to clarify your responses, etc.*

962

CENSUS USE

961

⓬ 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 31 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.