

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

#### 1 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 2

056

EIN

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#### 2 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 3

#### 3 NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 2007

**What was the total number of wholesale distributor establishments covered by your firm shown in the address label, including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments?** ➔

Number in 2007

110

**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.

**2007**

**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)**

\$ 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  YES – **Continue with 5**

NO → **Please report your beginning and ending dates for 2007**

**Beginning date**

**Ending date**

**2007**

Month	Day	Year
104		

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  YES → **Continue with 5B**

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

**1. Did the wholesale establishments have EDI network sales during 2007?**

*(This includes EDI over the internet)*

131  YES → **What was the amount of these sales?**

NO – **Continue with 5B2**

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

130  YES → **What was the amount of these sales?**

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

**2007**

\$ Bil.	Mil.	Thou.	Dol.
113			

115			
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114			
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**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 8 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**

1. Total inventories before LIFO adjustment (if any) \_\_\_\_\_

2. LIFO reserve (if any) \_\_\_\_\_

3. Total inventories after LIFO adjustment (Line 6C1 minus line 6C2) \_\_\_\_\_

	\$ Bil.	Mil.	Thou.	Dol.
200				
301				
305				

**7 INVENTORY BY VALUATION METHOD**

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

A. LIFO valuation method before adjustment \_\_\_\_\_

B. Any other valuation method \_\_\_\_\_

C. Total (Line 7A plus line 7B) This total should equal 6C1 \_\_\_\_\_

	\$ Bil.	Mil.	Thou.	Dol.
302				
303				
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?**

- 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.)  
2  NO – Continue with 8B

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

	\$ Bil.	Mil.	Thou.	Dol.
204				
Month	Day	Year		
203				

**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 9?** \_\_\_\_\_

**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

**12 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
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955 Fax

Area code	Number
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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 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](mailto: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.