



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

2011 ANNUAL WHOLESALE TRADE REPORT

WHOLESALE DISTRIBUTORS

FORM

SA-42A

(DRAFT)

DUE DATE	
Need help or have questions? Call 1-800-327-4389, option "3" (8:30 a.m. - 4:30 p.m. ET, M-F)	
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 CENSUS 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.	

(Please correct any errors in name, address, and ZIP Code.)

Return via Internet: census.gov/econhelp/awts	Return via Fax: 1-800-447-4613	To view survey results: census.gov/wholesale
Username:		
Password:		

GENERAL INSTRUCTIONS

- **Include** data for auxiliary facilities primarily engaged in supporting services to this firm's establishment(s) such as warehouses, garages, and central administrative offices.
- Any significant change in this firm's operations should be noted in **11** on page 6.
- For establishments sold or acquired in 2011 or 2010, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.

SPECIAL INSTRUCTIONS

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1 Not Applicable.

2 ORGANIZATIONAL CHANGE

A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2011 or 2010?

Yes

No - Go to **3**

B. Which of the following organizational changes occurred in 2011 or 2010?

Check all that apply. If more than one organizational change occurred during the reporting period, explain in **11** on page 6.

Acquisition

Sale

Merger

Divestiture

Date of organizational change

Month	Day	Year

AND

Enter detailed information below ↴

Name of company		EIN (9 digits)		
			-	
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.		State	ZIP Code	
				-

3 REPORTING PERIOD

What time period is covered by the data provided in this report?

Calendar year

Fiscal or partial year - Report beginning and ending dates

2011		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

2010		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

4 NUMBER OF ESTABLISHMENTS

How many wholesale establishments does this firm operate?

The remainder of this report refers to the establishments reported here.

Number

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5 SALES, RECEIPTS, OR REVENUE

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
- E-commerce sales
- 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

EXCLUDE

- Sales from establishments that are primarily selling products manufactured or mined in the United States by this 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
- 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

A. What were this firm's sales and other operating receipts in 2011 and 2010?

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

B. Did this firm collect any sales taxes in 2011 or 2010?

- Yes
- No - Go to **6**

6 E-COMMERCE

E-commerce is the sale of goods and services where the buyer places an order, or the price and terms of the sale are negotiated, over an Electronic Data Interchange (EDI), the Internet, mobile device (M-Commerce), or any other online system. Payment may or may not be made online.

A. Did this firm have any e-commerce sales in 2011 or 2010?

- Yes
- No - Go to **7** on the next page

B. What were the total e-commerce sales in 2011 and 2010?

*This amount should equal the sum of **6B1** and **6B2** shown below.
Also include this amount in **5A**.*

1. What were the EDI network sales in 2011 and 2010, if any?

- EDI is the exchange of documents in standardized electronic form between organizations in an automated manner directly from a computer application in one organization to an application in another.

2. What were the online system sales in 2011 and 2010, if any?

- Online systems include the Internet, mobile device (M-commerce), extranets, e-mail, and instant messaging.

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

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7 VALUE OF INVENTORIES

INCLUDE

- All inventories of products covered by this report, including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments, regardless of where held
- Inventory held in Foreign Trade Zones or in bond warehouses in the United States
- Report at cost or market value as of December 31 (or the end of the period for which you are reporting)

EXCLUDE

- Items such as fixtures, equipment, and supplies not held for resale
- Products owned by others that are being held on consignment

A. Did this firm own inventories, regardless of where held, at the end of 2011 or 2010 (or the end of the period for which you are reporting)?

- Yes
- No - Go to 9 on the next page

B. What was the value of inventories as of December 31 in 2011 and 2010?

1. Total inventories (if applicable, before Last-in, First-out (LIFO) adjustment)
2. LIFO reserve (if applicable)
Enter zero if not applicable.
3. Book value of inventories
7B1 minus 7B2.

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

C. Were inventories reported as of December 31?

- Yes - Go to 7E
- No

2011			2010		
Month	Day	Year	Month	Day	Year

D. If no, inventories were reported as of what date?

E. Were any of the inventories reported in 7B1 stored outside, or en route to, the 50 states and the District of Columbia in 2011 or 2010??

- Yes
- No - Go to 8 on the next page

F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2011 and 2010??

Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S. .

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

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8 INVENTORY VALUATION METHOD

A. Were any of the inventories reported in 7B1 subject to the LIFO valuation method?

- Yes
- No - Go to 9

B. How much of the inventory reported in 7B1 was subject to:

- 1. LIFO valuation method before adjustment
- 2. Any other valuation method
- 3. Verify Total
Sum of 8B1 and 8B2. Total must equal 7B1.

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

9 PURCHASES OF PRODUCTS

INCLUDE

- Amounts allowed for trade-ins
- Both raw and finished goods
- Products in transit to you for which you have taken title
- 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 this company's use
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax agency
- Intra-company purchases between establishments of this reporting unit

What was the total cost of all products purchased for resale for which this firm took title whether or not payment was made in 2011 and 2010?

If purchases are greater than sales, please explain in 11 on page 6.

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

10 OPERATING EXPENSES

INCLUDE

- Expenses arising from the normal course of business, including payroll

EXCLUDE

- Bad debt/customer related loss
- 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 expense
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Capitalized expenses (except payroll and fringe benefits)
- Transfers made within the company

What were the total operating expenses for this firm in 2011 and 2010?

2011				2010			
\$ Bil.	Mil.	Thou.	Dol.	\$ Bil.	Mil.	Thou.	Dol.

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11 REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

12 CONTACT INFORMATION

Name of person to contact regarding this report <i>(Please print)</i>					Title				
Telephone	Area code	Number		Extension	Fax	Area code	Number		
		-					-		
Website									

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 44 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.

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