



# 2014 ANNUAL WHOLESALE TRADE REPORT AGENTS, BROKERS, REPRESENTATIVES, AND ELECTRONIC MARKETS

FORM  
**SA-42-AGBR** (DRAFT)

## DUE DATE

### Need help or have questions?

**Call** 1-877-787-9860, option "3"  
(8:30 a.m. - 4:30 p.m. ET, M-F)  
or **Visit**

<https://econhelp.census.gov/awts>

**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. Under the same law, information that you report cannot be used for taxation, regulation, or investigation and are exempt from release under the Freedom of Information Act. Further, copies of your response retained in your files are immune from legal process.

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

**Return via Internet:**  
<https://econhelp.census.gov/awts>

**Return via Fax:**  
1-800-447-4613

**To view survey results:**  
<https://census.gov/wholesale>

Username:

Password:

### GENERAL INSTRUCTIONS

- This report should cover ALL agent, broker, representative, and electronic market locations in the United States reporting payroll **under the Employer Identification Number (EIN)** as referenced in **2** on page 2.
- **Include** data for auxiliary facilities primarily engaged in supporting services to this EIN's establishment(s) such as warehouses, garages, and central administrative offices.
- Any significant change in this EIN's operations should be noted in **7** on page 4.
- For establishments sold or acquired in 2014, report data only for the period the establishments were operated by this EIN.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.

### ANNOUNCEMENTS AND SPECIAL INSTRUCTIONS

42004010



**1 AGENTS, BROKERS, REPRESENTATIVES, OR ELECTRONIC MARKETS**

This report applies to firms that primarily arrange for the sale or purchase of goods owned by others, generally on a fee or commission basis. Examples include:

- Auction companies
- Commission merchants
- Electronic markets (business to business)
- Import or export agents
- Manufacturers' agents
- Manufacturers' representatives
- Merchandise brokers
- Purchasing agents
- Selling agents

**2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)**

**Does this firm report payroll under EIN**

- Yes - Go to 3
- No - Enter current 9-digit EIN **AND** date payroll was first reported for this EIN . . . . .

EIN (9 digits)		
	-	
Month	Day	Year

**3 ORGANIZATIONAL CHANGE**

**A. Did this EIN experience any acquisitions, sales, mergers, and/or divestitures in 2014?**

- Yes
- No - Go to 4

**B. Which of the following organizational changes occurred in 2014?**

Check all that apply. If more than one organizational change occurred during the reporting period, explain in 7 on page 4.

- Acquisition
- Sale
- Merger
- Divestiture

Date of organizational change . . . . .  
 AND  
 Enter detailed information below ↴

Month	Day	Year

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

**4 REPORTING PERIOD**

NOTE: Calendar year data is preferred. If it is not available, please report for the fiscal year that includes at least six months of data for the 2014 calendar year.

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

- Calendar year - Go to 5 on the next page
- Fiscal or partial year - Report beginning and ending dates . . . . .

2014		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

42004028

**5 SALES, RECEIPTS, OR REVENUE**

**INCLUDE**

- All revenue from locations identified in 1
- 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 EIN

**EXCLUDE**

- Nonoperating 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 changes

Mark "X" if None

2014			
\$ Bil.	Mil.	Thou.	Dol.

A. What were this EIN's commissions and selling or listing fees earned in 2014?

B. What were product sales of goods that this EIN owned (took title to), if any, or other operating revenue earned in 2014?

C. What were the TOTAL commissions, fees, sales, and operating revenue in 2014? (5A + 5B = 5C)

D. What was the gross selling value of the goods this EIN earned commission or fees for in Item 5A in 2014?

*Gross selling value is the total value of the goods sold*

- Exclude commissions and fees reported in 5A
- Include any e-commerce sales conducted for others

E. What was the AVERAGE commission rate earned in 2014?

- 5A divided by 5D X 100
- Round to the nearest whole percent

2014	
Percent	
	%

Have questions? Call 1-800-327-4389 (option 3)

**6 OPERATING EXPENSES**

**INCLUDE**

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

**EXCLUDE**

- Bad debt/customer related loss
- Interest expenses
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Transfers made within the company

Mark "X" if None

2014			
\$ Bil.	Mil.	Thou.	Dol.

What were the total operating expenses for this EIN's agent, broker, representative and electronic market locations ONLY in 2014?

42004036



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

**8 CONTACT INFORMATION**

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

**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 24 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.

42004044

