

# Sample Survey Questions

## Business Unit

NAICS Code:

NAICS Name:

### SALES, SHIPMENTS, RECEIPTS, OR REVENUE

1

What were the sales of merchandise and other operating receipts in 2017?  
(Exclude sales taxes or other taxes collected.)

\$Bil.

\$Mil.

\$Thou.

### REVENUES FROM ELECTRONIC SOURCES

2

Were there any revenues from customers entering orders directly on the firm's websites or mobile applications in 2017?

Yes

No

3

Were there any revenues from customers entering orders directly on third-party websites or mobile applications in 2017?

Yes

No

4

Were there any revenues from customers entering orders via other electronic systems (such as private networks, dedicated lines, kiosks, etc.) in 2017?

Yes

No

5

Of the total 2017 revenues reported in 1, what was the dollar amount that was from the revenues identified in Questions 2-4 above? Please provide an estimate if exact figures are not available.

\$Bil.

\$Mil.

\$Thou.

## CAPITAL EXPENDITURES

6

What were the capital expenditures for the following items?

	\$Bil.	\$Mil.	\$Thou.
a. Structures (new) .....	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
b. Structures (used) .....	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
c. Equipment (new) .....	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
d. Equipment (used) .....	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
e. Other (new) .....	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
f. Other (used) .....	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
<b>g. TOTAL CAPITAL EXPENDITURES .....</b>	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>

## INVENTORY

7

What was the value of inventories (if applicable, before Last-in, First-out (LIFO) adjustment) owned by this business unit for:

	\$Bil.	\$Mil.	\$Thou.
a. Finished goods (final output of this business unit, but still within ownership)?	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
b. Work-in-process (goods that have been substantially transformed in the manufacturing process, but are not yet the final output)?	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
c. Materials, supplies, fuels, etc. (goods that are raw inputs to the manufacturing process and will be substantially altered to produce the company's output)?	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>

8

What was the value of total inventories (if applicable, before Last-in, First-out (LIFO) adjustment)?

\$Bil.	\$Mil.	\$Thou.
<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>

9

What was the value of total inventories (if applicable, before Last-in, First-out (LIFO) adjustment), warehoused in the US?

\$Bil.	\$Mil.	\$Thou.
<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>

10

What was the value of inventories stored outside or en route to the 50 states and the District of Columbia in 2017?

\$Bil.	\$Mil.	\$Thou.
<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>