



# 2017 ANNUAL WHOLESALE TRADE REPORT

## AGENTS, BROKERS, REPRESENTATIVES, AND ELECTRONIC MARKETS

### DUE DATE

#### Need help or have questions?

**Call** 1-877-787-9860, option "3"  
(8:00 a.m. - 5:00 p.m. ET, M-F)  
or **Visit**

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

#### YOUR RESPONSE IS REQUIRED

**BY LAW.** Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.

This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0195 and appears at the upper right of this page. Without this approval we could not conduct this survey.

*(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://www.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 **19** on page 4.
- For establishments sold or acquired in 2017, 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

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
- Import or export agents
- Manufacturers' representatives
- Merchandise brokers
- Purchasing agents
- Selling agents

42005017



**1** Not Applicable.

**2 ORGANIZATIONAL CHANGE**

**A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2017?**

Yes

No - Go to **3**

**B. Which of the following organizational changes occurred in 2017?**

Check all that apply. If more than one organizational change occurred during the reporting period, explain in **19** on page 4.

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**

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 2017 calendar year.

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

Calendar year - Go to **4**

Fiscal or partial year - Report beginning and ending dates . . . . .

2017		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

**4 NUMBER OF LOCATIONS**

**How many agent or broker locations (including auxiliary facilities primarily engaged in supporting services) did this firm operate in 2017?**

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

2017
Number

42005025



**5 SALES, RECEIPTS, OR REVENUE**

**INCLUDE**

- All revenue from locations identified in the special instructions on page 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 firm

**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 charges

**A. What were this firm's TOTAL sales and operating revenue in 2017?** (Include sales of goods owned and gross selling value.) . . . . .

**B. What was the gross selling value of business conducted by this firm on a commission basis in 2017?** (Include in Item 5A)  
Gross selling value is the total value of the goods sold

- Include any e-commerce sales conducted for others
- Exclude commissions and fees (Report in Item 5D) . . . . .

**C. What were product sales of goods that this firm owned (took title to), if any, or other operating revenue earned in 2017?** (Include in Item 5A) . . . . .

**D. What were this firm's commissions and selling or listing fees earned in 2017?** . . . . .

Mark "X" if None	2017			
	\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				

**E. What was the AVERAGE commission rate earned in 2017?**

- (For this response, you may report up to two decimal places.) . . . . .

2017	
Percent	
	%

**6 E-COMMERCE, INCLUDING EDI**

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 2017?**

- Yes
- No - Go to 15 on the next page

**B. What were the total e-commerce sales in 2017?**  
This amount should equal the sum of 6B1 and 6B2 shown below.

**1. What were the EDI network sales in 2017, 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 2017, if any?**

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

Mark "X" if None	2017			
	\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>				
<input type="checkbox"/>				

**7 - 15** Not Applicable.

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**16 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

**What were the total operating expenses for this firm's agent, broker, representative and electronic market locations ONLY in 2017?** . . . . .

Mark "X" if None

2017			
\$ Bil.	Mil.	Thou.	Dol.

**17 and 18** Not Applicable.

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

**20 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.

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