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

FORM
SA-42 (10-20-2011)

2011 ANNUAL WHOLESALE TRADE REPORT
WHOLESALE DISTRIBUTORS

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:
econhelp.census.gov/awts

Username:

Password:

Return via Fax:
1-800-447-4613

To view survey results:
census.gov/wholesale

GENERAL INSTRUCTIONS

- This report should cover ALL wholesale distributor establishments in the United States reporting payroll **under the Employer Identification Number (EIN)** as referenced in ❶ 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 ⓫ on page 6.
- For establishments sold or acquired in 2011 or 2010, 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

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1 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)

Does this firm report payroll under EIN

☐ Yes

☐ No - *Enter current 9-digit EIN **AND** date payroll was first reported for this EIN* . . . . . EIN (9 digits) ____ - ____

Month	Day	Year

2 ORGANIZATIONAL CHANGE

A. Did this EIN 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			2010		
Beginning Date			**Beginning Date**		
Month	Day	Year	Month	Day	Year
Ending Date			**Ending Date**		
Month	Day	Year	Month	Day	Year

4 NUMBER OF ESTABLISHMENTS

How many wholesale establishments (including auxiliary facilities primarily engaged in supporting services such as warehouses, garages, and central administrative offices) did this EIN operate in 2011 and 2010? . . . . .

2011	2010

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

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5 SALES, RECEIPTS, OR REVENUE

INCLUDE

- Sales of products that are shipped on this EIN'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 EIN

EXCLUDE

- Sales from establishments that are primarily selling products manufactured or mined in the United States by this EIN
- Foreign sales of products that never entered the United States
- 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

	2011				2010			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
A. What were this EIN's sales and other operating receipts in 2011 and 2010? .								

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 EIN have any e-commerce sales in 2011 or 2010?

☐ Yes

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

	2011				2010			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
B. What were the total e-commerce sales in 2011 and 2010? . . . . . *This amount should equal the sum of* **6** *B1 and* **6** *B2 shown below.*								
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.*								

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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 EIN 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?

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

C. Were inventories reported as of December 31?

☐ Yes - *Go to* **7***E*

☐ No

	2011			2010		
	Month	Day	Year	Month	Day	Year
D. If not December 31, 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:

	2011				2010			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
1. LIFO valuation method before adjustment								
2. Any other valuation method								
3. Verify Total *Sum of 8B1 and 8B2. Total must equal 7B1.*								

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 any foreign manufacturing plants
- 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 EIN took title, whether or not payment was made, in 2011 and 2010?	2011				2010			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

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

10 OPERATING EXPENSES

INCLUDE

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

EXCLUDE

- Bad debt/customer related loss
- Interest expense
- 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 EIN in 2011 and 2010?	2011				2010			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

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CONTINUE ON PAGE 6

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 *(Please print)*					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 40 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.