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

FORM
SA-42A (02-02-2017)

2016 ANNUAL WHOLESALE TRADE REPORT
WHOLESALE DISTRIBUTORS

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.

WORKSHEET

DO NOT use this worksheet to respond to the survey. It is intended to assist you with gathering and preparing your data prior to reporting online.

Please view the online report for specific instructions that may apply to your EIN or firm.

Return to **https://econhelp.census.gov/awts** when you are ready to report online.

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

Return via Internet:
https://econhelp.census.gov/awts

Username:

Password:

Return via Fax:
1-800-447-4613

To view survey results:
https://www.census.gov/wholesale

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 ⓫ on page 6.
- For establishments sold or acquired in 2016 or 2015, 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.

ANNOUNCEMENTS AND 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 2016 or 2015?

☐ Yes

☐ No - *Go to* **3**

B. Which of the following organizational changes occurred in 2016 or 2015?

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

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 2016 and 2015 calendar years.

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* . . . . . .

2016		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

2015		
Beginning Date		
Month	Day	Year
Ending Date		
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 firm operate in 2016 and 2015?

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

2016	2015
Number	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
- 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 sale of good which never entered the United States or its Foreign Trade Zones
- 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

	2016				2015			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
A. What were this firm's sales and other operating receipts in 2016 and 2015? .								

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 2016 or 2015?

☐ Yes

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

	2016				2015			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
B. What were the total e-commerce sales in 2016 and 2015? *This amount should equal the sum of* **6***B1 and* **6***B2 shown below.*								
1. What were the EDI network sales in 2016 and 2015, 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 2016 and 2015, 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 firm own inventories, regardless of where held, at the end of 2016 or 2015 (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 2016 and 2015?

	2016				2015			
	$ 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)								
3. Total inventories after LIFO adjustment *7B1 minus 7B2.*								

C. Were inventories reported as of December 31?

☐ Yes - *Go to 7E*

☐ No

D. If not December 31, inventories were reported as of what date?

2016			2015		
Month	Day	Year	Month	Day	Year

E. Were any of the inventories reported in 7B1 stored outside, or en route to, the 50 states and the District of Columbia in 2016 or 2015?

☐ Yes

☐ No - *Go to* 8

F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2016 and 2015?

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

	2016				2015			
	$ 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:

	2016				2015			
	$ 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 firm took title, whether or not payment was made, in 2016 and 2015?
If purchases are greater than sales, please explain in 11.

	2016				2015			
	$ 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
- 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 firm in 2016 and 2015?

	2016				2015			
	$ 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.

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12 **CONTACT INFORMATION**

Name of person to contact regarding this report *(Please print)*					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.