

FORM **SA-42**
(8-28-2002)
U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU
**ANNUAL
TRADE SURVEY
2002**

Public reporting burden for this collection of information is estimated to average 22 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, 4700 Silver Hill Road, Stop 1500, Washington, DC 20233-1500. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0195" as the subject. **PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE.** 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.

NOTICE — 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 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.**

Any questions call 1-800-772-7851

Return the completed report in the enclosed preaddressed envelope by the due date shown above. **PROMPT RETURN WILL RESULT IN CONSIDERABLE SAVINGS TO YOUR GOVERNMENT.**

RETURN TO

➔ U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001
FAX 1-800-447-4613

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

PLEASE READ INSTRUCTIONS ON PAGE 3 BEFORE COMPLETING FORM

Item 1 DOLLAR VOLUME OF BUSINESS IN 2002 – Sales should cover 12 months of data. If sales are for a fiscal year, sales should represent 12 months of data and include at least 6 months of data for 2002.

INCLUDE

- Cash and credit sales
- Retail sales made by wholesale establishments covered by this report
- Receipts from freight, installations, maintenance, repairs, alterations, storage, and other such services
- **Gross value** of sales made on a commission basis for others
- Sales of goods which are shipped on this firm's orders directly to customers
- Sales of goods from a **foreign manufacturer** that have **entered the United States**
- Excise taxes (such as those on gasoline, liquor, and tobacco) which are levied on the manufacturer and included in the cost of goods purchased by this firm

EXCLUDE

- Foreign sales of goods that never enter the United States
- Taxes (sales, excise, and other) collected **directly** from customers and paid **directly** to a local, State, or Federal agency
- Transfers (billings) to other establishments in your company
- Sales of goods **produced** by your **own** company or **parent** company if manufactured in the **United States**
- 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

DEDUCT

- Refunds and allowances for returned goods
- The actual value of rebates and discounts granted to the purchaser, even if granted as an increase in trade-in allowance

NOTE – Carefully prepared estimates are acceptable if book figures are not available.

	2002			
	Bil.	Mil.	Thou.	Dol.
a. Sales and other operating receipts EXCLUDING sales (or other) taxes collected but INCLUDING the value of liquor and tobacco tax stamps. Include e-commerce sales shown in item 1c.	100			
b. Did your firm have e-commerce or EDI sales during 2002? If yes, go to item c. If no, skip to item 1d. (E-commerce sales and other operating receipts are sales of goods and services, where an order is placed by the buyer or price and terms of the sale are negotiated over an Internet, extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Payment may or may not be made online.)	<input type="checkbox"/> YES — GO to item 1c. <input type="checkbox"/> NO — SKIP to item 1d.			
c. Total E-Commerce sales and other operating receipts by your firm for 2002. This amount should equal the sum of c1 and c2 shown below. Also include this amount in item 1a.	113			
(1) Did your firm have Internet, extranet, or web-based sales for 2002? 130 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO — SKIP to question (2) below <i>If "YES", enter this amount. If a book figure is not available, a carefully prepared estimate is acceptable.</i>	114			
(2) Did your firm have EDI network sales during 2002? 131 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO — SKIP to item 1d <i>If "YES", enter this amount. If a book figure is not available, a carefully prepared estimate is acceptable.</i>	115			

Item 1 DOLLAR VOLUME OF BUSINESS IN 2002 - Continued

d. If the sales reported on line 1a are for a period other than **January 1 through December 31**, please enter the beginning and ending dates.

	Month	Day	Year
From	104		
To	105		

Item 2 MERCHANDISE INVENTORIES ON DECEMBER 31, 2002 AND 2001

Report cost or market value of all merchandise. If book figures are not available as of December 31, carefully prepared estimates of inventories for December 31, labeled "Est." OR book figures for the most recent date **within 6 months of** December 31, will be acceptable. **For inventories at LIFO cost, use the LIFO amount plus the LIFO reserve.**

INCLUDE

- All merchandise owned and held in the United States, including:
 - Goods in transit in the United States
 - Goods held in Foreign Trade Zones in the United States
 - Goods held by others for sale on consignment

EXCLUDE

- Items such as fixtures, equipment, and supplies not held for resale
- Goods owned by others, such as those held on consignment
- Goods held outside the United States

a. TOTAL INVENTORIES					
2002			2001		
Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
200			250		
b. DATE OF INVENTORIES					
Are the data reported in item 2a for a date other than December 31?					
220	1 <input type="checkbox"/> YES — Enter the date that the data represent				
	2 <input type="checkbox"/> NO — Go to item 3				
Month	Day	Year	Month	Day	Year
203			253		

Item 3 METHOD BY WHICH INVENTORY WAS VALUED

Using the inventory total as reported in **item 2a**, please indicate the dollar amount of that total according to the method or methods shown. It is important that the dollar breakdown apply to the inventory total reported in **item 2a**.

NOTE - The sum of item 3b(1) and 3b(2) should equal item 3b.

NOTE - The sum of items 3b and 3c should equal item 2a.

a. Does your firm value any inventory on a LIFO (last-in, first-out) basis? If "YES," what year did your firm begin using the LIFO method? →

305 1 YES — Continue with line 3b
Year _____

2 NO — Enter total in line 3c

2002			2001		
Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
302			352		
301			351		
300			350		
303			353		

b. LIFO — Amount of inventories in **item 2a** subject to LIFO costing (includes LIFO reserve)

(1) LIFO RESERVE — The LIFO reserve is the DIFFERENCE between a given physical stock valued on a non-LIFO basis, for example, FIFO, and that same physical stock valued at LIFO (i.e., non-LIFO value MINUS LIFO value)

(2) LIFO value of inventories in **item 3b** (excludes LIFO reserve)

c. Amount of total inventories in **item 2a** not subject to LIFO costing

Item 4 TOTAL PURCHASES OF MERCHANDISE IN 2002

Report total cost of all merchandise **purchased for resale** (net of returns, allowances, and trade and cash discounts, but **including** amounts allowed for trade-ins) for which you took title in 2002 and whether or not payment was made during the respective year. If possible, **exclude** purchases of containers, wrappings, packaging, and selling supplies. Purchases should be reported for the same months as sales data. **NOTE** — If purchases are **greater than sales**, please provide an explanation in the "Remarks" section shown below.

INCLUDE

- Both raw and finished goods
- Cash and credit purchases
- Merchandise in transit to you for which you have taken title
- Deliveries of your merchandise to your warehouse(s) and store(s) but not deliveries from your warehouse(s) to your own store(s)
- Amounts allowed for trade-ins
- Freight, delivery, and other transportation costs
- Import duties (if paid separately)

EXCLUDE

- The cost of services resold without processing
- Parts and supplies used in repair work or other service type activities
- Expenditures for supplies, equipment, and parts purchased for your company's use
- Purchases of liquor and tobacco tax stamps
- Sales and other taxes collected directly from customers and paid directly to a local, State, or Federal agency

PURCHASES AT COST VALUE			
2002			
Bil.	Mil.	Thou.	Dol.
400			

Were any of the goods purchased for resale ordered over an Internet, extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system?

405 1 YES 2 NO 3 Don't know

GENERAL INSTRUCTIONS

Please read all instructions.

Report all values in dollars (omit cents).

Please explain any significant data changes in the "Remarks" section of this report.

Report data for calendar year 2002. If calendar year records are not available, data for the fiscal year will be acceptable. Indicate in the appropriate items the period covered.

If book figures are not available, carefully prepared estimates for data items are acceptable for the statistical purposes of this survey. Be sure to complete every item. Enter "0" in items where appropriate.

This report should cover ALL merchant wholesalers' establishments in the United States whose payroll was reported on the Employer's Quarterly Federal Tax Return, Treasury Form 941,

under the Employer Identification Number (EIN) shown in the address label (or as corrected in item 1).

Include data for auxiliary facilities operated under this EIN that are primarily engaged in furnishing supporting services to your wholesale establishments (such as warehouses, garages, central administrative offices, and repair services). Also **include** sales of goods from a **foreign manufacturer** if goods **enter** the **United States**.

Exclude goods produced by your **own** company or **parent** company if goods are manufactured in the United States.

PLEASE NOTE - For establishments sold or acquired during 2002, report data only for the period the establishments were operated by your firm.

Remarks

962

CENSUS USE
961

Item 5 FEDERAL EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) printed in the upper left corner of the address box the SAME as that used for this firm on its latest 2002 Employer's Quarterly Federal Tax Return, Treasury Form 941?

- 020 1 YES — SKIP to item 6
 2 NO — Enter current EIN

When did you start reporting payroll under this EIN?

021									
-									
Month							Year		
022									

Item 6 NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 2002

Enter the total number of merchant wholesale establishments including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments covered by the EIN shown in the address label.

Number
110

Item 7 COMPANY AFFILIATION

Is this firm owned or controlled by a manufacturer?

- 1 YES — If yes, is this manufacturer —> Domestic Foreign Both
 2 NO

Item 8 CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions.

Name of person to contact regarding this report <i>(Please print)</i> 950	Address (Number and street, city, State, ZIP Code) 951	954 Telephone		
		Area code	Number	Extension
Signature of authorized person	Title 952	Date 953	955 Fax number	
			Area code	Number
			956 Internet address (firm's homepage)	
			http://	