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

2017 ANNUAL WHOLESALE TRADE REPORT WHOLESALE DISTRIBUTORS

- -

SA-42A

(DRAFT)

DUE DATE

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

or Visit

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

could not conduct this survey
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.
- For establishments sold or acquired in 2017, 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



Not Applicable.										
ORGANIZATIONAL CHA	NGE									
A. Did this firm experie	nce any ac	quisitions, sa	ales, mergers, a	nd/or dives	titures	s in 20	17?			
☐ Yes										
_										
☐ No - Go to ❸										
B. Which of the following					·				. / . :	: (
Check all that apply. If page 8.	more tnan o	ne organizatio	onai change occui	rrea auring i	ne rep	orting	perio	oa, exp	olain	in 😈 c
☐ Acquisition							Mon	ith Da	ау	Yea
·	Date of	organizational	change							
☐ Sale	> AND	· ·	J							
☐ Merger		tailed informa	etion below-							
☐ Divestiture	Linter de	taneu iinoima	ition below y							
)									
Name of company						EIN (9	digits	s)		
							-			
Address (Number and str	eet, P.O. Box,	etc.)								
City, town, village, etc.					State	ZIP Co	de	1		
									-	
REPORTING PERIOD										
NOTE: Calendar year data	is preferred.	If it is not ava	ailable, please rep	ort for the f	iscal y	ear				
that includes at least six m What time period is cover				t?					201	7
	0.00 By 1.10	data provid	ou					Begi		g Date
Calendar year - G	Go to 4						Mon	ith Da	ау	Yea
☐ Fiscal or partial y	ear - <i>Report</i>	beginning an	d ending dates .							
								-	Ť	Date
							Mon	ith Da	ау	Yea
NUMBER OF ESTABLISH	HMENTS									
How many wholesale es	tablishmer	nts (including	auxiliary facili	ties primar	ily en	gaged	in .			201
supporting services sucfirm operate in 2017?	n as waren	ouses, garag	es, and central	administra	tive o	ffices)	did	this		Numb
The remainder of this repo	ort refers to	the establishm	nents reported he	re						

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SA-42A (DRAFT)					Paç
SALES, RECEIPTS, OR REVENUE					
INCLUDE	EXCLUDE				
Sales of products that are shipped on this firm's orders directly to customers	 Sales from establishment products manufactured of States by this firm 	s that a r mined	re primar in the U	ily selling nited	
Retail sales made by wholesale establishments covered by this report	Foreign sale of good whith United States or its Foreign sale of good whith United States or its Foreign sales.	ch neve	r entered	the	
 Gross value of sales made on a commission basis (not your actual commissions) Receipts from freight, installations, rentals, 	Nonoperating receipts (sincome from investments)	ich as i	nterest in	come,	
maintenance, repairs, alterations, storage, and other such services	rental or sale of real esta • Commissions earned for	te)	·		
 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 	 Receipts from customers charges 	for carr	ying or o	ther credit	
	Mark "X"			2017	
	if None	\$ Bil.	Mil.	Thou.	Dol.
A. What were this firm's sales and other operatin 2017?	g receipts in				
B. Did this firm collect any sales taxes in 2017?					
☐ Yes					
□ No - Go to ⑤					
□ NO - GO 10 G					
□ No - Go to G				2017	
		\$ Bil.	Mil.	2017 Thou.	Dol.
C. What were the total sales taxes collected in 20	017?	\$ Bil.		1	Dol.
C. What were the total sales taxes collected in 20	017?	\$ Bil.		1	Dol.
C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI	-		Mil.	Thou.	
C. What were the total sales taxes collected in 20	ne buyer places an order, or tl DI), the Internet, mobile device	ne price	Mil.	Thou.	le
C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (EDI)	he buyer places an order, or to DI), the Internet, mobile device ne.	ne price	Mil.	Thou.	le
C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (EDI online system. Payment may or may not be made online system.	he buyer places an order, or to DI), the Internet, mobile device ne.	ne price	Mil.	Thou.	le
C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (EDI online system. Payment may or may not be made online.) A. Did this firm have any e-commerce sales in 20	he buyer places an order, or to DI), the Internet, mobile device ne.	ne price	Mil.	Thou.	le
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C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (EI online system. Payment may or may not be made online. A. Did this firm have any e-commerce sales in 20 Yes No - Go to 9 on the next page	he buyer places an order, or the DI), the Internet, mobile device ne. 117? Mark "X" if None	ne price	Mil. and term mmerce),	Thou.	le er
C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (EDI online system. Payment may or may not be made online. A. Did this firm have any e-commerce sales in 20 Yes No - Go to 9 on the next page B. What were the total e-commerce sales in 2017 This amount should equal the sum of 9B1 and 9B	Mark "X" if None 22 shown below.	ne price e (M-Coi	Mil. and term nmerce),	Thou. Is of the sa or any oth	le er
E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (EDI online system. Payment may or may not be made online. A. Did this firm have any e-commerce sales in 20 Yes No - Go to 9 on the next page B. What were the total e-commerce sales in 2017 This amount should equal the sum of 9B1 and 9B1. 1. What were the EDI network sales in 2017, in	he buyer places an order, or the DI), the Internet, mobile device ne. 117? Mark "X" if None 12 shown below. 15 any?	ne price e (M-Coi	Mil. and term nmerce),	Thou. Is of the sa or any oth	le
C. What were the total sales taxes collected in 20 E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (Electronic system. Payment may or may not be made online system. Payment may or may not be made online. A. Did this firm have any e-commerce sales in 20 Yes No - Go to 9 on the next page B. What were the total e-commerce sales in 2017. This amount should equal the sum of 981 and 981. What were the EDI network sales in 2017, in EDI is the exchange of documents in standard between organizations in an automated mannal a computer application in one organization to	Mark "X" if Any? ized electronic form en directly from an application in	ne price e (M-Coi	Mil. and term nmerce),	Thou. Is of the sa or any oth	le er
E-COMMERCE, INCLUDING EDI E-commerce is the sale of goods and services where the are negotiated, over an Electronic Data Interchange (Electronic system. Payment may or may not be made online system. Payment may or may not be made online. A. Did this firm have any e-commerce sales in 20 Yes No - Go to 9 on the next page B. What were the total e-commerce sales in 2017. This amount should equal the sum of 981 and 981. What were the EDI network sales in 2017, in the EDI is the exchange of documents in standard between organizations in an automated manner.	Mark "X" if Any? iized electronic form en an application in one of the content	ne price e (M-Coi	Mil. and term nmerce),	Thou. Is of the sa or any oth	le er

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Page 4 (DRAFT)

9	VALUE	OF	INVENT	ORIES

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

EXCLUDE

- Items such as fixtures, equipment, and supplies not held for resale
- Products owned by others that are being held on consignment

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) 				
A. Did this firm own inventories, regardless of where held, at the end of 201 for which you are reporting)?	17 (or t	the end o	of the per	iod
☐ Yes				
☐ No - Go to 1 on the next page				
B. What was the value of inventories as of December 31 in 2017? $Mark "X" if None$	\$ Bil.	Mil.	2017	Dol.
Total inventories (if applicable, before Last-in, First-out (LIFO) adjustment)	ֆ DII.	IVIII.	Thou.	Doi.
2. LIFO reserve (if applicable)				
3. Total inventories after LIFO adjustment 9B1 minus 9B2				
C. Were inventories reported as of December 31?				
☐ Yes - Go to ③ E				
□ No				
			2017	
			2017	
		Month		Year
D. If not December 31, inventories were reported as of what date?				
D. If not December 31, inventories were reported as of what date?E. Were any of the inventories reported in 9B1 stored outside, or en route t District of Columbia in 2017?			n Day	Year
E. Were any of the inventories reported in ② B1 stored outside, or en route t			n Day	Year
E. Were any of the inventories reported in ② B1 stored outside, or en route t District of Columbia in 2017?			n Day	Year
E. Were any of the inventories reported in ②B1 stored outside, or en route t District of Columbia in 2017? Yes No - Go to ① F. What was the value of the inventories stored outside, or en route to,	o, the	50 state	s and the	Year
E. Were any of the inventories reported in ②B1 stored outside, or en route t District of Columbia in 2017? Yes No - Go to ① F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2017?		50 state	s and the	Year
E. Were any of the inventories reported in ②B1 stored outside, or en route t District of Columbia in 2017? Yes No - Go to ① F. What was the value of the inventories stored outside, or en route to,	o, the	50 state	s and the	Year
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E. Were any of the inventories reported in ②B1 stored outside, or en route to District of Columbia in 2017? Yes No - Go to © F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2017? Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S	\$ Bil.	. State	s and the	Year
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E. Were any of the inventories reported in ②B1 stored outside, or en route to District of Columbia in 2017? Yes No - Go to ② F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2017? Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S	\$ Bil.	Mil.	2017 Thou.	Year Dol.
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E. Were any of the inventories reported in ②B1 stored outside, or en route to District of Columbia in 2017? Yes No - Go to ② F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2017? Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S	\$ Bil.	Mil.	2017 Thou.	Year Dol.
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14 Not Applicable.

15 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 2017?	

If purchases are greater than sales, please explain in 19 on page 8.

Mark "X"	2017						
if None	\$ Bil.	Mil.	Thou.	Dol.			

2017

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
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Transfers made within the company

Mark "X"		2017		
if None	\$ Bil.	Mil.	Thou.	Dol.
. 🗆				

77	DETAILED	OPERATING	EXPENSES

A. What personnel costs were incurred by this firm in 2017?

What were the total operating expenses for this firm in 2017? . . .

1. Annual payroll before deductions - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c). Include payments to temporary employees on this firm's payroll, and to commissioned employees on this firm's payroll. Also include the spread on stock options that are taxable to employees as wages. Exclude payments for contracted temporary help (report in line **A3**); and commissions paid to contractors (report in line **C1**).

if None

	2	2017	
\$ Bil.	Mil.	Thou.	Dol.

- 2. Employer's cost for fringe benefits Employer's cost for legally required programs and programs not required by law:
 - a. Health Insurance Insurance premiums or hospital plans, medical plans, and single service plans such as dental, vision, and prescription drugs. Include premium equivalents for selfinsured plans and fees paid to third-party administrators (TPAs). **Exclude** employee contributions. . . .
 - b. Pension plans:
 - i. Defined contribution plans Costs under defined contribution plans. Include pension plans that define the employer contributions to a separate account provided for each employee. The employee "benefit" at retirement depends on the amount contributed and the results of the account's activity. Examples include profit sharing plans, money purchase (e.g., 401k, 403b) and stock bonus plans

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CONTINUE WITH 10 ON PAGE 6

17	DET	AILED OPERATING EXPENSES - Continued										
		ii. Defined benefit pension plans - Costs for both qualified and unqualified defined pension plans. Include pension plans that specify the benefits to be paid to employees										
		upon retirement, generally either a specific amount or a	Mark "X"			2017						
		percentage of compensation. Employer contributions are based on actuarial computations that include the employee's	if None	\$ Bil.	Mil.	Thou.	Dol.					
		compensation and years of service and are not allocated to specific accounts maintained for employees.										
		c. Payroll taxes, employer paid insurance premiums (except health), and other employer benefits - Include legally-required fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, Medicare). Also include benefits for life insurance, "quality of life" benefits (e.g., childcare assistance, subsidized commuting), employer contributions to pre-tax benefits not specified above. Exclude disbursements from trusts or funds to satisfy health insurance claims.										
	3	Contract temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all associated charges for payroll, benefits, and services.										
	B. W	hat were the expensed equipment, materials, parts, and upplies, not for resale, incurred by this firm in 2017?										
	1.	Expensed equipment - Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Exclude capitalized equipment; software (report in line C2; leased and rented equipment (report in line C7; and depreciation for capitalized equipment (report in										
		line C15)					Dol.					
	2	Purchasing of packaging materials and containers - Include the cost of bags, boxes, wrapping, and sealing materials. Exclude office supplies (report in line B3); and cost of shipping to customers (report in line C12).										
	3	Purchases of other materials, parts, and supplies (not for resale) - Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; and motor fuels. Exclude office postage and package delivery expenses (report in line C12).										
		hat other operating expenses were incurred by this firm 2017?										
	1.	Commission expense - Include commission paid to other firms for sale of products owned by this firm. Exclude commission paid to your own employees (reported in line A1)										
	2	Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized software. Include software developed or customized by others, web design, services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations. Exclude depreciation for capitalized software reported in line C15.										
	3	Data processing and other purchased computer services - Include computer facilities management services, computer input preparation, data storage, computer time rental, optical scanning services, and other computer-related advice and services, including training. Exclude expenses for integrated systems, repair, and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone).										
ı	4	Purchased communication services - Telephone, cellular, and fax services; computer-related communications (e.g., Internet,	_									
		connectivity, online); and other wired and wireless communication services.										
	5	Purchased repairs and maintenance to machinery and equipment - Include expensed repair and maintenance services to machinery, vehicles, equipment, and computer hardware. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees (reported in line B3)										
		CONTINUE WITH ① ON PAGE 7										

pais, and supplies, deep reported in line 83). Purchased painternal and grounds maintenance services (reported in line 67). Lease and rental payments for machinery, equipment, and other tangible items - Include lease and rental of transportation equipment without operators; and penalties incurred for broken leases. Exclude payments for capital and financing lease agreements and licensing/leasing of software. 8. Lease and rental payments for land, buildings, structures, store space, and offices - Include penalties incurred for broken leases. 9. Purchased electricity - Include the cost of electricity paid directly to the utility company, Exclude the cost of electricity within lease or rental payments (reported in line C8). 10. Purchased fuels (except motor fuels) - Include fuel for heating, power, or generating electricity (e.g., natural gas, propane, oil, coal), Exclude the cost of motor fuels (reported in line C8). 11. Water, sewer, refuse removal, and other utility payments - Include the cost of hazardous waste removal. Exclude the cost of these utilities within lease or rental payments (reported in line C8). 12. Purchased transportation, shipping, and warehousing services - Include the cost of shipping using this firm's vehicles or employees. 13. Purchased advertising and promotional services - Include marketing and public relations services. 14. Purchased professional and technical services - Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other professional services. Exclude salaries paid to your own employees for these services. 15. Depreciation and amortization charges alains to government within leasets to the report of the purchase of the purchase of products for resale located from customers. 16. Governmental taxes and licenses include business and property taxes. Exclude income taxes and sales and excise taxes collected from customers. 17. All other operating expenses - Include operating expenses; intere	.ED	D OPERATING EXPENSES - Continued							
of buildings (e.g., elevators, heating systems). Exclude materials, parts, and supplies, used for repairs and maintenance performed by this firm's employees (reported in line 83). Purchased jaintorial and grounds maintenance services (reported in line 83). Purchased jaintorial and grounds maintenance services (reported in line 83). Purchased jaintorial and other tangible items - Include lease and rental payments for capital and financing lease agreements and licensing/leasing of software. 8. Lease and rental payments for and, buildings, structures, store space, and offices - Include penalties incurred for broken leases. Exclude payments for land, buildings, structures, store space, and offices - Include penalties incurred for broken leases. 9. Purchased electricity - Include the cost of electricity within lease or rental payments (reported in line 83), and the cost of fuel symments (reported in line 83), and the cost of fuels within lease or rental payments (reported in line 68). 11. Water, sewer, refuse removal, and other utility payments include the cost of motor fuels (reported in line 83), and the cost of these utilities within lease or rental payments (reported in line 68). 12. Purchased transportation, shipping, and warehousing services - Include the cost of pazardous waste removal. Exclude the cost of these utilities within lease or rental payments (reported in line 68). 13. Purchased professional and technical services - Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other marketing and public relations services. 14. Purchased professional and technical services - Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other consulting to the particles of the purchased for the particles of the particles of the									
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20	CONTACT IN	FORMATI	ON									
	Name of person to contact regarding this report (Please print)					Title						
		Area code		Num	nber	Extension			Area code		Nun	nber
	Telephone			-				Fax			_	
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