



**3 DOLLAR VOLUME OF BUSINESS**

**Total receipts and other operating revenue, should:**

**INCLUDE**

- All revenue from locations identified in 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)
- Taxes (sales and other) collected directly from customers and paid directly to a Federal, State, or local tax agency
- Commissions or fees for goods that never enter the United States
- Finance charges

**DEDUCT**

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

**A. What were the commissions and selling or listing fees that you earned during 2008?** .....

2008			
\$ Bil.	Mil.	Thou.	Dol.
140			

**B. What were product sales and operating revenue on goods that your company owned (took title to) during 2008, if any?** .....

\$ Bil.	Mil.	Thou.	Dol.
141			

**C. What were your TOTAL commissions, fees, sales, and operating revenue during 2008? (3A + 3B = 3C)** .....

\$ Bil.	Mil.	Thou.	Dol.
100			

**D. What was the gross selling value of the goods you earned commission or fees for in item 3A?**

*Gross selling value is the total value of the goods sold*

- Exclude commissions and fees reported in 3A
- Include any e-commerce sales conducted for others .....

\$ Bil.	Mil.	Thou.	Dol.
142			

**E. What was the AVERAGE commission rate you earned?**

- 3A divided by 3D x 100
- Round to the nearest whole percent. ....

143   %

**F. Were the figures reported above for the period that began on January 1, 2008?**

<sup>106</sup>  YES – Go to 4 on the next page

NO → **Please report your beginning and ending dates for 2008.** .....

**Beginning date**

Month	Day	Year
104		

**Ending date**

Month	Day	Year
105		

**Have questions? Call 1-800-327-4389 (option 3)**

**4 OPERATING EXPENSES**

**INCLUDE**

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

**EXCLUDE**

- Bad debt/customer-related loss
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax agency
- Interest expenses
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Capitalized expenses (except payroll and fringe benefits)
- Transfers made within the company

**2008**

	\$ Bil.	Mil.	Thou.	Dol.
500				

**What were the total operating expenses ONLY for your agent, broker, representatives and electronic market locations? . . . . .**

**5 Remarks – Please use this space to explain any significant year-to-year changes, to clarify your responses, etc.**

962

**CENSUS USE**

961

**6 CONTACT PERSON – Certifies data are accurate and can assist with any questions**

950

Name of person completing this report – *Please print*

952

Title

954 Telephone

Area code	Number	Extension

955 Fax

Area code	Number

**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 30 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](mailto: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.