



2004 Annual Wholesale Trade Survey

Please correct pre-printed information, if necessary, using the corresponding boxes below:



0001	Legal name		0004	Address	
0002	Business name		0005	City	0006 Province/Territory or State
0003	C/O		0053	Country	0007 Postal code/ Zip code
0028	Last name of contact		0008	First name of contact	
0052	Please report for		0010	Language preference	1 <input type="checkbox"/> English 2 <input type="checkbox"/> French

A - Introduction

Survey Purpose

The purpose of this survey is to collect the financial and operating/production data needed to develop national and regional economic policies and programs. For further details, please consult the enclosed booklet entitled *Statistics Canada Business Surveys*.

Confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information obtained from this survey that relates to any identifiable business. **The data reported on this questionnaire will be treated in strict confidence.** For further details, please consult the enclosed booklet entitled *Statistics Canada Business Surveys*.

Coverage

Please report for your Canadian wholesale operations (see insert, *List of Wholesale Operations* for the list of units to be covered by this questionnaire).

Return of Questionnaire(s)

Please mail the completed questionnaire(s) in the enclosed envelope or fax it to Statistics Canada at **1 888 883-7999 within 30 days** of receipt. Lost the return envelope or need help? Call us at **1 888 881-3666**.

Data-sharing Agreements

Statistics Canada has entered into agreements with provincial and territorial statistical agencies for the sharing of data. The data are kept confidential and used for statistical purposes only. **Your responses are not shared with Canada Revenue Agency.** For further details, please consult the enclosed booklet entitled *Statistics Canada Business Surveys*.

Fax or Other Electronic Transmission Disclosure

Statistics Canada advises you that there could be a risk of disclosure during the facsimile or other electronic transmission. However, upon receipt of your information, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

0026	Person primarily responsible for completing this questionnaire, if different from above: 1 <input type="checkbox"/> Mr. 2 <input type="checkbox"/> Mrs. 3 <input type="checkbox"/> Miss 4 <input type="checkbox"/> Ms	0017	Telephone number	
0054	Last name	0027	Extension	
0013	First name	0016	Fax number	
0014	Title	0020	Web site address	
		0018	E-mail address	

Reporting Instructions

1. Please report all dollar amounts in CANADIAN DOLLARS (\$ CDN).
2. Dollar amounts and percentages should be rounded to whole numbers.
3. A reporting guide is included with the questionnaire for your reference.
4. Please print in ink.
5. When precise figures are not available, please provide your best estimates.

Main Business Activity

1. Is this business unit primarily a wholesaler (merchant, agent, broker, drop shipper, rack-jobber)?
0824 **Yes** – If yes, please go to question 2.
3 **No** – If no, please provide a brief description of your main activity and call **1 888 881-3666** for further instructions.

0041

2. List the main lines of merchandise and services sold and the estimated percentages of total operating revenue:

		%
a)	<small>0833</small> _____	<small>0834</small> <input type="text"/>
b)	<small>0835</small> _____	<small>0836</small> <input type="text"/>
c)	<small>0837</small> _____	<small>0838</small> <input type="text"/>

Reporting Period Information

Please report for your **fiscal year** (normal business year) ending between **April 1, 2004** and **March 31, 2005**. Please indicate below the period covered by this questionnaire.

1. **From** 0011 **To** 0012

2. If you did not operate this business unit for a full year, please check the reason(s) below:

0031 Seasonal operation New Business Change of Fiscal Year Change of Ownership Ceased Operations Temporarily Inactive

3. Please indicate below, any change that may have occurred in the organization of this business unit during this fiscal year:

0047 Acquired New Business Units Disposed of/ Sold Business Units

B - Revenue

Please exclude: GST/HST, PST and TVQ.

	\$ CDN
1. Sales of all goods purchased for resale, net of returns and discounts Include parts used in generating repair and maintenance revenue (report the labour portion of repair and maintenance at question 4 below).	2020
2. a) Commission revenue and fees earned from selling merchandise on account of others	2060
b) Value of goods upon which commissions and fees were earned by you acting as an agent or broker	<small>2061</small>
3. Sales of goods manufactured as a secondary activity by this wholesaling business unit	2299
4. Labour revenue from repair and maintenance (report parts at question 1 above)	2041
5. Revenue from rental and leasing of office space, other real estate, goods and equipment	2046
6. All other operating revenue Exclude interest and dividend income; report these amounts at question 8 below.	2077
7. Total operating revenue (add amounts reported at questions 1 to 6 above)	2080
8. Non-operating revenue (e.g., interest and dividend income)	2097
9. Total revenue (add amounts reported at questions 7 and 8 above)	2098

C - Cost of Goods Sold

		\$ CDN
1. Opening inventory	5560	
2. Purchases	4019	
3. Direct labour costs (please refer to the Guide)	3006	
4. Other direct costs (please refer to the Guide)	4301	
5. Closing inventory	5565	
6. Cost of goods sold (sum of questions 1 to 4 minus 5 above)	5720	

D - Expenses

		\$ CDN	\$ CDN
1. Salaries and wages of employees	3010		
2. Employer portion of employee benefits	3040		
3. Total labour remuneration (add amounts reported at questions 1 and 2 above)		3041	
4. Rental and leasing expenses. Include office space or other real estate, motor vehicles, computers and peripherals, other machinery and equipment, and other goods.		4115	
5. Advertising and promotion		4365	
6. Amortization and depreciation expenses (e.g., buildings, vehicles, machinery and equipment)		4520	
7. All other operating expenses (please refer to the Guide) Exclude interest expenses; report these amounts at question 9 below.		4569	
8. Total operating expenses (add amounts reported at questions 3 to 7 above)		4598	
9. Other expenses		4630	
10. Total expenses (add amounts reported at questions 8 and 9 above)		4698	
11. Have expenses or fees charged by your Head Office been included?			
	4558	1 <input type="checkbox"/> Yes	3 <input type="checkbox"/> No
			5 <input type="checkbox"/> Not applicable

E - Distribution of Operating Revenue by Location and Type of Customer

Please indicate the percentage of *Total operating revenue* (reported in **Section B**, at question 7), by location and type of customer to whom the goods or services were delivered.

1. Location of customers in Canada:	8101	%		+	outside Canada	8102	%		=	100%
2. Type of customer in Canada:								%		
a) Individuals and households						8100				
b) Public institutions (e.g., hospitals, schools) and governments (e.g., federal, territorial, provincial, municipal)						8114				
c) Retail businesses						8116				
d) Wholesale businesses						8117				
e) Manufacturers						8163				
f) All other business customers						8115				
Total										100%

F - Events That May Have Affected Your Business Unit

1. Compared to **last fiscal year**, were there any events that may have **significantly affected the reported values** for this business unit? Please specify:

9965 _____

9968 _____

9969 _____

G - Key Variables by Province/Territory of Operation

1. Do you have wholesale operations located in more than one province/territory?

9966 ³ **No** – Please go to **Section H**. **Yes** – Please report the following data for the provinces or territories in which you have wholesale operations. (For your wholesale operations, see the enclosed list)

DO NOT REPORT THE PROVINCIAL OR TERRITORIAL DESTINATION OF SALES.

2. Please report in either: 9967 \$ **or** %

Province/Territory	Total Operating Revenue (Section B, question 7)	Cost of Goods Sold (Section C, question 6)	Total Labour Remuneration (Section D, question 3)	Depreciation and Amortization (Section D, question 6)	Total Operating Expenses (Section D, question 8)
Newfoundland and Labrador	4824	4825	4826	4827	4828
Prince Edward Island	4829	4830	4831	4832	4833
Nova Scotia	4834	4835	4836	4837	4838
New Brunswick	4839	4840	4841	4842	4843
Quebec	4844	4845	4846	4847	4848
Ontario	4849	4850	4851	4852	4853
Manitoba	4854	4855	4856	4857	4858
Saskatchewan	4859	4860	4861	4862	4863
Alberta	4864	4865	4866	4867	4868
British Columbia	4869	4870	4871	4872	4873
Yukon	4874	4875	4876	4877	4878
Northwest Territories	4879	4880	4881	4882	4883
Nunavut	4884	4885	4886	4887	4888
Canada Totals	4889	4890	4891	4892	4893

H - Comments

1. How long did you spend collecting the data and completing this questionnaire?

Hour(s) 9910 Minutes 9909

2. We invite your comments below. Please be assured that we review all comments with the intent of improving the survey.

9920 _____

9913 _____

9914 _____

9915 _____

Signature: _____

0015 YYYY MM DD

I certify that the information contained herein is complete and correct to the best of my knowledge.

Thank you for completing this questionnaire. Please retain a copy for your records.