

2017 Annual Wholesale Trade Survey

CONFIDENTIAL once completed.

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1-800-858-7921 ou ATS 1-855-382-7745

This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S-19.
COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.

Introduction

Survey purpose

This survey collects the financial and operating data needed to develop national and regional economic policies and programs. Your information may also be used by Statistics Canada for other statistical and research purposes. Please access www.statcan.gc.ca/survey-enquete/index-eng.htm for more information on this survey.

Security of emails and faxes

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

Note: Our online questionnaires are secure, there is no risk of data interception when responding to Statistics Canada online surveys.

Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes.

Information on confidentiality, data-sharing agreements and record linkages can be found on the last page of this questionnaire.

DO NOT USE TO REPORT

Please return the questionnaire within 21 days.

Please mail the completed questionnaire in the enclosed envelope or fax it to Statistics Canada at 1-888-883-7999.

If you are unable to complete within 21 days **OR** if you need help, call us at **1-800-858-7921** or **TTY 1-855-382-7745**.

Statistics Canada
Operations and Integration Division
150 Tunney's Pasture Driveway
Ottawa, Ontario K1A 0T6

Visit our website, www.statcan.gc.ca

Reporting instructions

- Please print in ink.
- **Report** dollar amounts in **thousands of Canadian dollars** ('000).
- **Exclude** sales tax.
- Percentages should be rounded to whole numbers.
- When precise figures are not available, please provide your best estimates.
- Consult the reporting guide at www.statcan.gc.ca/guides-e for further information.

Business or organization and contact information

1. Please **provide** the business or organization's **legal and operating name**.

Legal name

Operating name (if applicable)

2. Please **provide the contact information** of the designated business or organization **contact person** for this questionnaire.

Note: The designated contact person is the person who should receive this questionnaire.

The designated contact person may not always be the one who actually completes the questionnaire.

First name

Last name

Title

Preferred language of communication

English

French

Mailing address (number and street)

City

Province, territory or state

Postal code or ZIP code

Example: A9A 9A9 or 12345-1234

Country

Email address

Example: user@example.gov.ca

Telephone number (including area code)

Example: 123-123-1234

Extension number
(if applicable)

Fax number (including area code)

Example: 123-123-1234

3. Please **provide the current operational status** of the business or organization identified by the legal and operating name.

B00323

1 Operational → Go to question 4

2 Not currently operational

e.g., temporarily or permanently closed, change of ownership

Why is this business or organization not currently operational?

B00309

2 Seasonal operations → Go to question 3a.

3 Ceased operations → Go to question 3b.

4 Sold operations → Go to question 3c.

5 Amalgamated with other businesses or organizations → Go to question 3d.

6 Temporarily inactive but will re-open → Go to question 3e.

7 No longer operating due to other reasons → Go to question 3f.

3a. Seasonal operations

When did this business or organization close for the season?

Date YYYY MM DD
B00217

When does this business or organization expect to resume operations?

Date YYYY MM DD
B00218 → Go to question 4

3b. Ceased operations

When did this business or organization cease operations?

Date YYYY MM DD
B00211

Why did this business or organization cease operations?

B00311

1 Bankruptcy

2 Liquidation

3 Dissolution

4 Other
Specify the other reasons for ceased operations

B00312

} → Go to question 4

4. Please **verify or provide the current main activity** of the business or organization identified by the legal and operating name.

Note: The described activity was assigned using the North American Industry Classification System (NAICS).

B05002

1 This is the current main activity. → **Go to question 7**

2 This is **not** the current main activity.

Please provide a **brief but precise description** of this business or organization's **main activity**.

e.g., breakfast cereal manufacturing, shoe store, software development

B05003



5. Was this business or organization's main activity ever classified as:

B05111

1 **Yes**

2 **No** → **Go to question 7**

6. When did the main activity change?

Date YYYY MM DD

B00219

7. Are there any **other activities that contribute significantly (at least 10%) to this business or organization's revenue?**

B05024

1 **Yes**, there are other activities.

2 **No**, that is the only significant activity. → **Go to next section**

8. Please provide a brief but precise **description** of this business or organization's **secondary activity**.

e.g., breakfast cereal manufacturing, shoe store, software development

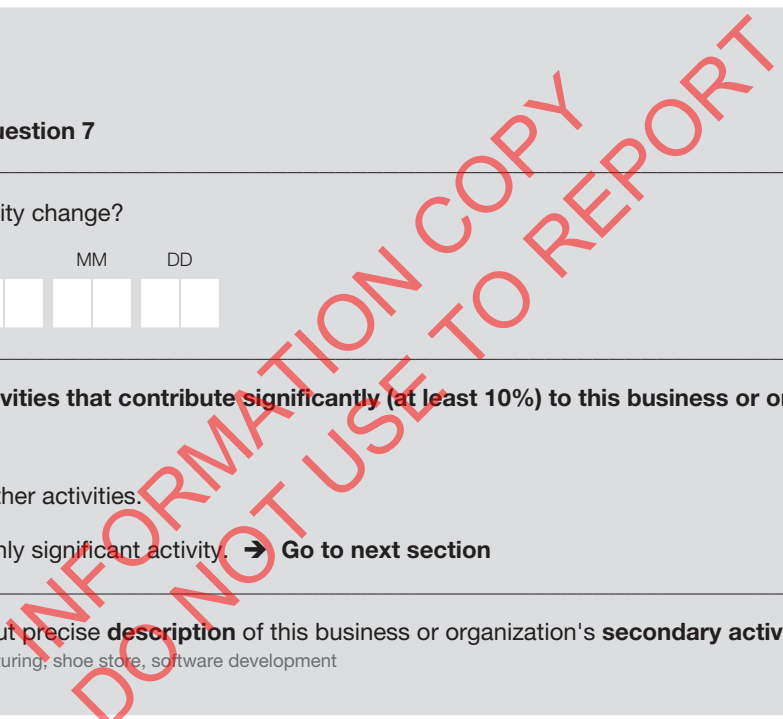
B05005

9. Approximately what **percentage of this business or organization's revenue** is generated by each of the following activities?

When precise figures are not available, please provide your best estimates.

Percentage of revenue

a. Main activity	B05004	<input type="text"/> <input type="text"/> <input type="text"/>	%
b. Secondary activity	B05006	<input type="text"/> <input type="text"/> <input type="text"/>	%
c. All other activities	B05008	<input type="text"/> <input type="text"/> <input type="text"/>	%
Total percentage	B05000	<input type="text" value="1"/> <input type="text" value="0"/> <input type="text" value="0"/>	%



E-Commerce

1. For this reporting period, what was this business's total revenue?
Please report all amounts in **thousands of Canadian dollars**.

Include: sales of goods and services; rental, leasing and property management; commissions; subsidies, grants, donations, fundraising and sponsorships; royalties; rights; licensing and franchise fees; dividends, interest and other revenue.

CAN\$ '000
F4000PF1

€\$,000

2. Did this business have any e-commerce revenue in this reporting period?

E-commerce revenue: sale of goods and services conducted over the Internet with or without online payment.

Include: all revenue for which an order is received and the commitment to purchase is made via the Internet, although payment can be made by other means, such as orders made on Web pages, an extranet, mobile devices or Electronic Data Interchange (EDI).

Exclude: orders made by telephone, facsimile or email.

B05163

1 Yes → Go to question 3

3 No → Go to question 6

CAN\$ '000
F43459

3. What was the total e-commerce revenue in this reporting period?

If precise figures are not available, please provide your best estimate.

€\$,000

4. During this reporting period, did this business make sales over the Internet through any of the following methods?
Select all that apply.

- a. Via a mobile app
- b. Via your company website
- c. Via a third-party website
- d. Via Electronic Data Interchange (EDI)
- e. Other methods — please specify:

B05164_m1

B05164_m2

B05164_m3

B05164_m4

B05164_m5

B05164_m6

5. Does this business have any full-time staff dedicated solely to activities related to e-commerce?

B20052

1 Yes

3 No

6. If you answered No at question 2, please identify the reasons why this business did not make sales over the Internet:
Select all that apply.

- a. Goods and services do not lend themselves to online sales
- b. Prefer to maintain current business model
- c. Lack of skilled workers to implement and maintain e-commerce infrastructure
- d. Cost of development is too high
- e. Security concerns
- f. Other reasons — please specify:

B05165_r1

B05165_r2

B05165_r3

B05165_r4

B05165_r5

B05165_r6

B05165_r7

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Industry characteristics

Selected sales information

1. What were this business's sales and revenue for each of the following products and services?
Please report all amounts in **thousands of Canadian dollars**.

CAN\$ '000

- a. All products purchased for resale

Report sales **net** of returns, discounts and rebates.

Include: parts used in generating repair and maintenance revenue

Exclude: labour revenue from repair and maintenance (reported at question 1c.)

F43003

\$,000

F43002

\$,000

F45902

\$,000

F45804

\$,000

F45802

\$,000

- b. Products manufactured as a secondary activity by this business

- c. Repair and maintenance services

Exclude: sales of parts as reported in question 1a.

- d. Rental and leasing of real estate

- e. Rental and leasing of products and equipment

Exclude: sales of parts as reported in question 1a.

Other

2. What was the value of products where commissions and fees were earned by this business acting as an agent or broker?

F43172

\$,000

3. Did this business **purchase goods** (raw materials, semi-finished, or finished goods) **"off the shelf" outside of Canada** and sell them **"as-is" in foreign markets** (including the U.S.) without altering the goods, and without the goods entering Canada before the sale?

B05192

1 Yes

2 No

3 Don't know

Provide comments if desired.

B05193

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4. On the last day of the fiscal year, did this business **hold inventories abroad**, including **inventories in transit to Canada**?

Include: raw materials, work in process, and finished goods recorded in this business's accounting books, but physically located outside of Canada. Also include goods purchased abroad for resale "as-is" in foreign markets.

B05194

1 Yes

2 No

3 Don't know

Provide comments if desired.

B05195

CAN\$ '000

F61409

5. What was the approximate value of inventories **held abroad** at the end of the reporting period? ... \$,000

6. Is the value reported above **included** in the closing inventories previously reported in question 1c. from the expenses section?

B00517

1 Yes

2 No

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Sales by type of client

What was this business's breakdown of sales by the following types of client?

1. Clients in Canada

Percentage

a. individuals and households %

F43008_c1

b. businesses %

F43008_c2

c. governments, not-for-profit organizations and public institutions
(e.g., hospitals and schools) %

F43008_c3

2. Clients outside of Canada %

F43008_c4

100%

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Province/country of origin and destination of products sold

The goal of this section is to understand the supply chain for your products. We will ask for the percentage breakdown for each product sold according to the origin of the products purchased and the destination of products sold (see the grids on the next page).

Please note that your best estimates are acceptable.

Origin: to the best of your knowledge, where the products were originally produced or manufactured (i.e., which province, territory or country outside Canada). If the origin of the products is unknown, an acceptable substitute is the location of this business's supplier.

Note: exclude intermediate shipping points from your supplier to you.

The total for the origin should be equal to 100%.

Destination: to the best of your knowledge, the location where the products will ultimately be used. (i.e., which province, territory or country outside Canada).

Acceptable substitutes:

- shipping destinations
- location of your retail customers
- location of your warehouses.

The percentages should sum to 100%.

If you have additional information, please use the blank origin and destination tables located at the end of the section.

Cost of goods sold and Sales of goods

Please report the cost of goods sold and the sales of goods in **thousands of Canadian dollars**. When precise figures are not available, please provide your best estimate.

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Province/country of origin and destination of products sold

Product code

B40013_lst1

Product description

B40014_p1

Was this product sold during this reporting period? Yes No → Go to next product

Cost of goods sold
CAN\$ '000

F61101_p1

\$,000

Sales of goods
CAN\$ '000

F43173_p1

\$,000

Purchased from origin

Sold to destination

Canada

N.L.	F61307_p1_g1	<input type="text"/>	%	F43174_p1_g1	<input type="text"/>	%
P.E.I.	F61307_p1_g2	<input type="text"/>	%	F43174_p1_g2	<input type="text"/>	%
N.S.	F61307_p1_g3	<input type="text"/>	%	F43174_p1_g3	<input type="text"/>	%
N.B.	F61307_p1_g4	<input type="text"/>	%	F43174_p1_g4	<input type="text"/>	%
Que.	F61307_p1_g5	<input type="text"/>	%	F43174_p1_g5	<input type="text"/>	%
Ont.	F61307_p1_g6	<input type="text"/>	%	F43174_p1_g6	<input type="text"/>	%
Man.	F61307_p1_g7	<input type="text"/>	%	F43174_p1_g7	<input type="text"/>	%
Sask.	F61307_p1_g8	<input type="text"/>	%	F43174_p1_g8	<input type="text"/>	%
Alta.	F61307_p1_g9	<input type="text"/>	%	F43174_p1_g9	<input type="text"/>	%
B.C.	F61307_p1_g10	<input type="text"/>	%	F43174_p1_g10	<input type="text"/>	%
Y.T.	F61307_p1_g11	<input type="text"/>	%	F43174_p1_g11	<input type="text"/>	%
N.W.T.	F61307_p1_g12	<input type="text"/>	%	F43174_p1_g12	<input type="text"/>	%
Nvt.	F61307_p1_g13	<input type="text"/>	%	F43174_p1_g13	<input type="text"/>	%

Outside Canada

USA	F61307_p1_g14	<input type="text"/>	%	F43174_p1_g14	<input type="text"/>	%
China	F61307_p1_g15	<input type="text"/>	%	F43174_p1_g15	<input type="text"/>	%
Other	F61307_p1_g16	<input type="text"/>	%	F43174_p1_g16	<input type="text"/>	%

Total

100%

100%

Product code

B40013_lst2

Product description

B40014_p2

Was this product sold during this reporting period? Yes No → Go to next product

Cost of goods sold
CAN\$ '000

F61101_p2

\$,000

Sales of goods
CAN\$ '000

F43173_p2

\$,000

Purchased from origin

Sold to destination

N.L.	F61307_p2_g1	<input type="text"/>	%	F43174_p2_g1	<input type="text"/>	%
P.E.I.	F61307_p2_g2	<input type="text"/>	%	F43174_p2_g2	<input type="text"/>	%
N.S.	F61307_p2_g3	<input type="text"/>	%	F43174_p2_g3	<input type="text"/>	%
N.B.	F61307_p2_g4	<input type="text"/>	%	F43174_p2_g4	<input type="text"/>	%
Que.	F61307_p2_g5	<input type="text"/>	%	F43174_p2_g5	<input type="text"/>	%
Ont.	F61307_p2_g6	<input type="text"/>	%	F43174_p2_g6	<input type="text"/>	%
Man.	F61307_p2_g7	<input type="text"/>	%	F43174_p2_g7	<input type="text"/>	%
Sask.	F61307_p2_g8	<input type="text"/>	%	F43174_p2_g8	<input type="text"/>	%
Alta.	F61307_p2_g9	<input type="text"/>	%	F43174_p2_g9	<input type="text"/>	%
B.C.	F61307_p2_g10	<input type="text"/>	%	F43174_p2_g10	<input type="text"/>	%
Y.T.	F61307_p2_g11	<input type="text"/>	%	F43174_p2_g11	<input type="text"/>	%
N.W.T.	F61307_p2_g12	<input type="text"/>	%	F43174_p2_g12	<input type="text"/>	%
Nvt.	F61307_p2_g13	<input type="text"/>	%	F43174_p2_g13	<input type="text"/>	%

USA	F61307_p2_g14	<input type="text"/>	%	F43174_p2_g14	<input type="text"/>	%
China	F61307_p2_g15	<input type="text"/>	%	F43174_p2_g15	<input type="text"/>	%
Other	F61307_p2_g16	<input type="text"/>	%	F43174_p2_g16	<input type="text"/>	%

100%

100%

Province/country of origin and destination of products sold

Product code

B40013_lst3

Product description

B40014_p3

Was this product sold during this reporting period?

B05028_p3_b

Yes

No → Go to next product

**Cost of goods sold
CAN\$ '000**

F61101_p3

\$,000

**Sales of goods
CAN\$ '000**

F43173_p3

\$,000

Purchased from origin

Sold to destination

Canada

N.L.	F61307_p3_g1	<input type="text"/>	%	F43174_p3_g1	<input type="text"/>	%
P.E.I.	F61307_p3_g2	<input type="text"/>	%	F43174_p3_g2	<input type="text"/>	%
N.S.	F61307_p3_g3	<input type="text"/>	%	F43174_p3_g3	<input type="text"/>	%
N.B.	F61307_p3_g4	<input type="text"/>	%	F43174_p3_g4	<input type="text"/>	%
Que.	F61307_p3_g5	<input type="text"/>	%	F43174_p3_g5	<input type="text"/>	%
Ont.	F61307_p3_g6	<input type="text"/>	%	F43174_p3_g6	<input type="text"/>	%
Man.	F61307_p3_g7	<input type="text"/>	%	F43174_p3_g7	<input type="text"/>	%
Sask.	F61307_p3_g8	<input type="text"/>	%	F43174_p3_g8	<input type="text"/>	%
Alta.	F61307_p3_g9	<input type="text"/>	%	F43174_p3_g9	<input type="text"/>	%
B.C.	F61307_p3_g10	<input type="text"/>	%	F43174_p3_g10	<input type="text"/>	%
Y.T.	F61307_p3_g11	<input type="text"/>	%	F43174_p3_g11	<input type="text"/>	%
N.W.T.	F61307_p3_g12	<input type="text"/>	%	F43174_p3_g12	<input type="text"/>	%
Nvt.	F61307_p3_g13	<input type="text"/>	%	F43174_p3_g13	<input type="text"/>	%
Outside Canada						
USA	F61307_p3_g14	<input type="text"/>	%	F43174_p3_g14	<input type="text"/>	%
China	F61307_p3_g15	<input type="text"/>	%	F43174_p3_g15	<input type="text"/>	%
Other	F61307_p3_g16	<input type="text"/>	%	F43174_p3_g16	<input type="text"/>	%
Total		100%		100%		

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Province/country of origin and destination of products sold

Product description

B40024_list4

Was this product sold during this reporting period? Yes No → Go to next product

Cost of goods sold
CAN\$ '000

F61101_p4

000 \$

Sales of goods
CAN\$ '000

F43173_p4

000 \$

Purchased from origin

Sold to destination

Canada

	F61307_p4_g1	%	F43174_p4_g1	%	F61307_p5_g1	%	F43174_p5_g1	%
N.L.								
P.E.I.								
N.S.								
N.B.								
Que.								
Ont.								
Man.								
Sask.								
Alta.								
B.C.								
Y.T.								
N.W.T.								
Nvt.								
Outside Canada								
USA								
China								
Other								

Total

100%

100%

100%

100%

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Product description

B40024_list5

Was this product sold during this reporting period? Yes No → Go to next product

Cost of goods sold
CAN\$ '000

F61101_p5

000 \$

Sales of goods
CAN\$ '000

F43173_p5

000 \$

Purchased from origin

Sold to destination

Details on this business's locations

1. Complete for all business locations operating during this reporting period.
2. If necessary, add all locations not listed on this questionnaire on the page "details on this business's additional location".

Please verify the location address and correct where needed.

Operating name

B00102_I

Address (number and street)

B00119_I

Province, territory

B00122_I

City

B00121_I

Postal code

B00123_I

Total operating revenue

F47001_I

\$,000

Was this business location operational for the full year?

B00305_b_I

Yes → Go to next location

No

What was the reason(s) for part-year operation (mark all that apply)?

B00301_r1_I1

seasonal operation

B00301_r2_I1

new store

B00301_r3_I1

change of fiscal year

B00301_r4_I1

change of ownership

B00301_r5_I1

ceased operations

B00301_r6_I1

temporarily closed

B00301_r7_I1

moved

B00301_r8_I1

other reason — please specify:

B00301_r9_I1

What were this location's operational start and end dates?

YYYY

MM

DD

B00201_I

Start date

End date

YYYY

MM

DD

B00202_I

Statistics Canada reviews all feedback.

We invite your comments pertaining to this business location.

B00001_I

Details on this business's additional location

1. Complete for all business locations operating during this reporting period.
2. Add all locations not listed.

Please provide the business location address.

Operating name

B00129_I

Address (number and street)

B00125_I

Province, territory

B00127_I

City

B00126_I

Postal code

B00128_I

Total operating revenue

F47004_I

\$,000

Was this business location operational for the full year?

B00306_b_I

Yes ➔ **Go to next location**

No

What was the reason(s) for part-year operation (mark all that apply)?

B00307_r1_I1

seasonal operation

B00307_r2_I1

new store

B00307_r3_I1

change of fiscal year

B00307_r4_I1

change of ownership

B00307_r5_I1

ceased operations

B00307_r6_I1

temporarily closed

B00307_r7_I1

moved

B00307_r8_I1

other reason — please specify:

B00307_r9_I1

What were this location's operational start and end dates?

YYYY

MM

DD

B00208_I

Start date

YYYY

MM

DD

B00209_I

End date

Statistics Canada reviews all feedback.

We invite your comments pertaining to this business location.

B00015_I

General information

Confidentiality

Your answers are confidential.

Statistics Canada is prohibited by law from releasing any information it collects which could identify any person, business, or organization, unless consent has been given by the respondent or as permitted by the *Statistics Act*. Statistics Canada will use the information from this survey for statistical purposes.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

Section 11 of the *Statistics Act* provides for the sharing of information with provincial and territorial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide the same information, consent is not requested and businesses may not object to the sharing of the data.

For this survey, there are **Section 11** agreements with the provincial and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia and the Yukon. The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

Section 12 of the *Statistics Act* provides for the sharing of information with federal, provincial or territorial government organizations. Under **Section 12**, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician and returning it with the completed questionnaire. Please specify the organizations with which you do not want to share your data.

For this survey, there are **Section 12** agreements with the statistical agencies of Prince Edward Island, the Northwest Territories and Nunavut.

For agreements with provincial and territorial government organizations, the shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

Record linkages

To enhance the data from this survey and to minimize the reporting burden, Statistics Canada may combine it with information from other surveys or from administrative sources.

Thank you for completing this questionnaire.
Please retain a copy for your records.
Visit our website, www.statcan.gc.ca