



If necessary, please make address label corrections in the boxes below.



0001	Legal name		0004	Address			
0002	Business name		0005	City		0006	Province/territory or state
0003	C/O		0053	Country		0007	Code postal/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		

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.

A - Introduction

Survey purpose

This survey collects the financial and operating/production data needed to develop national and regional economic policies and programs. For further details, please consult the enclosed booklet *Statistics Canada Business Surveys* or visit our website at www.statcan.ca/english/survey/index.htm.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into agreements with provincial and territorial statistical agencies and other government departments for the sharing of data. The data will be kept confidential and used for statistical purposes only by these organizations. For further details on any data-sharing agreement for this survey, please consult the enclosed reporting guide.

Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada. Please see the enclosed reporting guide for more information.

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, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

Coverage

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

Please return the questionnaire within 30 days.

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

Lost the return envelope or need help? Call us at **1-888-881-3666** or mail to:
Statistics Canada, Operations and Integration Division, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Visit our website at www.statcan.ca



Reporting instructions

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

Main business activity

1. Please check the **one main activity** which most accurately describes your principal source of **operating** revenue.

0831 **Wholesale merchant**

Wholesale merchants are engaged in the buying and selling of goods on their own account (i.e., take title of the goods). Examples include wholesalers, wholesale distributors, drop shippers, rack-jobbers, import-export merchants, dealer-owned co-operatives and banner wholesalers.

0772 Please check all that apply:

- 1 Importer
- 2 Exporter
- 3 Merchant wholesale distributor or jobber
- 4 Own brand importer and marketer
- 5 Manufacturer's sales branch or office
- 6 Other merchant wholesalers — Please specify:

0773

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0832 **Wholesale agent or broker**

Wholesale agents or brokers are engaged in the buying and/or selling, on a commission or fee basis, of goods owned by others. Examples include import-export agents, wholesale commission agents, wholesale brokers, and agents. Buying groups who combine the purchasing power of their members and guarantee supplier payment for which members pay a fee, annual dues, etc., to the buying group, are also included.

0774 Please check all that apply:

- 1 Auction company
- 2 Broker, representing buyers and sellers
- 3 Buying group
- 4 Import agent
- 5 Export agent
- 6 Manufacturer's agent
- 7 Electronic market — business-to-business marketplace that facilitates the sale of goods via the Internet or other electronic means, and operates on a commission or fee basis.
- 8 Other broker or agent — Please specify:

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0040 **None of the above** — Please provide a brief description of your main activity and call **1-888-881-3666** for further instructions.

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Main business activity (continued)

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

		%
a) 0833	_____	0834
b) 0835	_____	0836
c) 0837	_____	0838

3. If applicable, did this wholesale operation design, engineer, or formulate the manufactured products that it sold?

0022 1 yes 3 no

4. If applicable, did this wholesale operation purchase or contract manufacturing services from other operation(s) of your company outside Canada, to process materials or components which are owned or controlled by this operation?

0023 1 yes 3 no

Reporting period information

1. Please report for your **fiscal year** (normal business year) ending between **April 1, 2008** and **March 31, 2009**. Indicate the period covered by this questionnaire.

from 0011 to 0012

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

0031 1 seasonal operation 2 new business 3 change of fiscal year 4 change of ownership 5 ceased operations 6 temporarily inactive

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

0047 1 acquired new business units 2 disposed of/ sold business units

B - Revenue

Please exclude GST/HST, PST and TVQ.

		CAN\$
1.	Sales of all goods purchased for resale, net of returns and discounts or rebates provided to your clients Include parts used in generating repair and maintenance revenue (report the labour portion of repair and maintenance at question 4 below). Include any sales made to plants, divisions or companies within your enterprise (e.g., intra- and inter-enterprise sales).	2020
2.	a) Commission revenue and fees earned selling merchandise on behalf of others	2060
	b) Value of goods where commissions and fees were earned by you acting as an agent or broker	2061
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 (sum of questions 1 to 6 above, do not include 2b)	2080
8.	Non-operating revenue (e.g., interest and dividend income)	2097
9.	Total revenue (sum of questions 7 and 8 above)	2098

C - Cost of goods sold

		CAN\$
1.	Opening inventory	5560
2.	Purchases of goods (include transfer of goods received from within your own company)	4019
3.	Closing inventory	5565
4.	Cost of goods sold (sum of questions 1 and 2 minus 3 above)	5720

D - Expenses

	CAN\$	CAN\$
1. Salaries and wages of employees	3010	
2. Employer portion of employee benefits	3040	
3. Total labour remuneration (sum of 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. Management fees and other service fees charged by head office and other business support units	4555	
8. All other operating expenses (please see reporting guide) Exclude interest expenses; report these amounts at question 10 below.	4569	
9. Total operating expenses (sum of questions 3 to 8 above)	4598	
10. Other expenses	4630	
11. Total expenses (sum of questions 9 and 10 above)	4698	

E - Distribution of operating revenue by location and type of customer

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

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1. Location of customers in Canada: 8101 % + outside Canada 8102 % = 100%

2. Type of customers in Canada %

a) Individuals and households	8100	
b) Public institutions (e.g., hospitals, schools) and governments (e.g., federal, territorial, provincial, municipal)	8114	
c) Retailers	8116	
d) Wholesalers and distributors	8117	
e) Manufacturers	8163	
f) All other business customers	8115	
Total		100%

H - Province/country of origin and destination of goods sold

For each province/territory where you have business units, please provide a percentage breakdown according to the origin of goods purchased and the destination of goods sold. In both cases (see chart below) the total should equal 100%.

Please also report Cost of goods sold and Sales of goods in either Canadian dollars or percentages.

If the supplier and/or customer has a shipping address different from the invoicing address, use the shipping address to determine origin and destination.

Intermediate shipping points do not affect the origin and destination of a commodity. For example, if the goods you purchased were ordered from your supplier in California, then shipped to Chicago, then transported to Halifax, then shipped to your business unit located in Ontario, the origin would still be U.S.A. (the location of your immediate supplier).

If you have additional information, please use the blank Origin and Destination tables located at the end of section H.

Origin: the physical location of your immediate suppliers from whom the goods were purchased.

Destination: the physical location of your immediate customer to whom the goods were sold.

Cost of goods sold and Sales of goods

Please indicate in Canadian dollars or percentages the Cost of goods sold and Sales of goods.

9972 1 CAN\$ or 2 %

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		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

H - Province/country of origin and destination of goods sold (continued)

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

		N.L.	P.E.I.	N.S.	N.B.	Que.	Ont.	Man.	Sask.	Alta.	B.C.	Y.T.	N.W.T.	Nut.	USA	China	Other	Total
Cost of goods sold:	% Purchased from (origin)																	100%
Sales of goods:																		100%
	% Sold to (destination)																	100%

I - Comments

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

hour(s) minutes

9910 9909

2. We invite your comments below. Statistics Canada reviews all comments with the intent of improving the survey.

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J - Contact information

0026	Person primarily responsible for completing this questionnaire:	0017	Telephone number
	1 <input type="checkbox"/> Mr 2 <input type="checkbox"/> Mrs. 3 <input type="checkbox"/> Miss 4 <input type="checkbox"/> Ms	0027	Extension number
0054	Last name	0016	Fax number
0013	First name	0020	Website address
0014	Title	0018	Email address

Signature : _____

0015

yyyy

mm

dd

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

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