## 2018 Annual Wholesale Trade Survey

## CONFIDENTIAL once completed.

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-800-858-7921 ou ATS 1-800-363-7629

This information is collected under the authority of the Statistics Act, Reviod Statutes on a a nada, 1985, Chapter S-19. COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL R $\mathcal{Q}$ JIREMENT LNDER THIS ACT.

## Introduction

## Survey purpose

This survey collects the financial and operating data needed to develop national and regional economic policies an programs. Your information may also be used by Statiotis Canada for other statistical and research purposes. Fleas access www.statcan.gc.ca/survey-enquete/indeye. g.intn for more information on this survey.

## Security of emails and faxes

Statistics Canada advises you that there cpula be a riŝ' of disclosure during facsimile or email. Ho wow upon eceift, Statistics Canada will provide the gu? an eedlevel of protection afforded all information collected un er the aut rity of the Statistics Act.
Note: Our online questionnar es are secure, here s no risk of data interception when resp rding to Statis ic, Canada online surveys.

Confi lential ty
The Statistics Act protects the confidentiality of information collectea dor Statistics Canada.

## Dat a-staring agreements

To rea'uce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, wich 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.

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 $O$ R if you need help, call us at 1-800-858-7921 or TTY 1-800-363-7629.

Statistics Canada
Operations and Integration Division
150 Tunney's Pasture Driveway
Ottawa, Ontario K1A OT6
Visit our website, www.statcan.gc.ca

## Reporting instructions

- Please print in ink.
- Report dollar amounts in thousands of Canadian dollars.
- Exclude sales tax.
- Percentages should be rounded to whole numbers.
- When precise figures are not available, 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. Verify or provide the business or organization's legal and operating name and correct where needed.

Note: Legal name modifications should only be done to correct a spelling error or typo.

2. Verify or provide the contact information of the designated business or organization contact son for this questionnaire and correct where needed.
Note: The designated contact person is the person who should receive this questionnaire. The decignate contact pr son, not always be the one who actually completes the questionnaire.


Telephone number (including area code) Example: 123-123-1234


Extension number (if applicable)

Fax number (including area code)
Example: 123-123-1234

3. Verify or provide the current operational status of the business or organization identified by the legal and operating name above.
вооз23
1 Operational $\rightarrow$ Go to question 4


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 $\rightarrow$ Go to question 3a
${ }^{3}$ Ceased operations $\rightarrow$ Go to question 3b
4 Sold operations $\rightarrow$ Go to question 3c
5 Amalgamated with other businesses or organizations $\rightarrow$ Go to question 3d
${ }^{6}$ Temporarily inactive but will re-open $\rightarrow$ Go to question 3e
${ }^{7}$ No longer operating due to other reasons $\rightarrow$ Go to question 3

3a. Seasonal operations
When did this business or organization close for the season?


Why did this business or organization cease operations?


## 3c. Sold operations

When was this business or organization sold?


What is the legal name of the buyer?
B00006
$\square$ Go to question 4

3d. Amalgamated with other businesses or organizations
When did this business or organization amalgamate?


What is the legal name of the resulting or continuing business or organization? B00407

What are the legal names of the other amalgamated businesses or organization?

$\rightarrow$ Go to question 4

3e. Temporarily inactive but will re-open
When did this business or organization beca mirtempora niy inactive?


When does this business or rgan zation xpect to resume operations?

Date

Why is this business or or fanization temporarily inactive?
B00313
$\qquad$

3f. No longer operating due to other reasons
When did this business or organization cease operations?


Why did this business or organization cease operations?
воо314
20 (
4. 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).

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

7. Are there any other activities that contribute sign ificantly $\boldsymbol{a}+1$ east $10 \%$ ) to this business or organization's revenue? B05024

. Provide a brief but precl- description of tims business or organization's secondary activity. e.g., breakfast cereal ma foctu ing, shoe store, software development

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, provide your best estimates.
a. Main activity $\qquad$

b. Secondary activity $\qquad$
c. All other activities. $\qquad$


B05000
100

## Reporting period information

1. For this survey, please report information for this business or organization's most recent $\mathbf{1 2}$ month fiscal period. Note: For this survey, the End date should fall between April 1, 2018 and March 31, 2019.

Start date


End date

2. If the reporting period does not cover a full year, please check the reasons) below (mark all that apply):

```
B00301_r1
seasonal operations
```

B00301_r2
new business

B00301_r3
change of ownership

B00301_r4
change of fiscal year

B00301_r5
ceased operations

B00301_r6
temporarily inactive
B00301_r7
other reason - please specif

ported value for this business or organization



B00302_tin
new/lost contract
B00302_113
plant closures
B00302_114
acquisition of business units
Boos02_115
other change or event - please specify:
Booso2_116

B00302_t17
no change or event

B00302_t9
change in product line

## Revenue

Notes: - A detailed breakdown may be requested in other sections.

- These questions are asked of many different industries. Some questions may not apply to this business.
- Refer to the reporting guide for detailed instructions.
- Please report all amounts in thousands of Canadian dollars.

What was this business's revenue from each of the following sources?
CAN\$ ‘000

1. Sales of goods and services

Exclude: GST/HST, PST and QST $\square$
2. Rental and leasing
\$

3. Commissions


F45701
$\qquad$
4. Subsidies

Include: grants, donations and fundraising
5. Royalties, rights, licensing and franchise fees $\qquad$

$\square$
\$,000
$\square$
7. Interest
$\qquad$
8. Other revenue - please specify: Include: intracompany transfers


6. Dividends $\qquad$ .....
,000


## 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. $\qquad$
e-commerce revenue in this reporing par
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


CAN\$ '000
3. What was the total e-commerce revenue in this reporting period? If precise figures are not available, please provide your best estimate.

CAN\$ '000
F40000PF1
$\square$ , 000
2. Did this business have any e-commerce revenue in this reporting period?

During this reporting period, did this business make sales over the Internet thro gh 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_m6
5. Does this business have any full-th e staff dearoated solely to activities related to e-commerce?

| ${ }^{820052}$ |  |
| :--- | :--- |
| $1 \bigcirc$ | Yes |
| 3 | No |

6. If you answered No a questior 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

B05165_r3
d. Cost of development is too high
B05165_r5
e. Security concerns
f. Other reasons - please specify:
 B05165_r7

## Expenses

Notes: - A detailed breakdown may be requested in other sections.

- These questions are asked of many different industries.

Some questions may not apply to this business.

- Refer to the reporting guide for detailed instructions.
- Please report all amounts in thousands of Canadian dollars.

What were this business's expenses for the following items?

1. Cost of goods sold

## CAN\$ ‘000

a. opening inventories $\qquad$
 ,000
b. purchases

Include: raw materials, goods purchased
for resale and non-returnable containers
Exclude: change in inventories $\qquad$

c. closing inventories $\qquad$
d. cost of goods sold (opening inventories plus purchases minus closing inventories)
2. Employment costs and expenses Include: all employees who were issued a T4 Exclude: commissions paid to non-employees (report at questian 3)
a. salaries, wages and commissions
b. employee benefits
(please refer to the reporting guide for the lisi inclusions arciusions)
3. Subcontracts

Include: commissions paid to non-er plo jee
Exclude: research and development
4. Research and developm ht $f \in$

Exclude: in-house reseanch id developmen
5. Professional and busimess fees
(e.g., legal, accounting, consulting, scier tific fees)
6. Utilities
(e.g., electricity, water and gas)
7. Office and computer related expenses
(e.g., office supplies, postage, computer upgrades)
8. Telephone, Internet and other telecommunication $\qquad$ . $\$$

\$ ${ }_{\text {F61801 }}^{\text {\$ }}$
$\square$
\$

,




## 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.
a. All products purchased for resale

CAN \$ 000 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 ic.) \$ $\square$
$\square$
b. Products manufactured as a secondary activity by this business $\qquad$

c. Repair and maintenance services

Exclude: sales of parts as reported in question ia. $\square$
d. Rental and leasing of real estate $\qquad$F45804
$\square$,000
e. Rental and leasing of products and equipment Exclude: sales of parts as reported in question 1 a.

## Other

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

3. Did this business purchase goods (raw materials, semi-finineu, or finis ned woods) "off the shelf" outside of Canada and sell them "as-is" in foreign market ts (including the 1.S.) without altering the goods, and without the goods entering Canada he ore the sale?

| ${ }^{\text {B05592 }}$ |  |
| :--- | :--- |
| $1 \bigcirc$ | Yes |
| $2 \bigcirc$ | No |
| $3 \bigcirc$ | Don't know |

Provide comments if desired.

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.

| ${ }^{805194}$ |  |
| :---: | :---: |
| 1 | Yes |
| 2 | No |
| 3 | Don't know |

## Provide comments if desired.

B05195

|  |  |
| :--- | :--- |
|  |  |

5. What was the approximate value of inventories held abroad at the end the reporig period? ... \$ $\square$
6. Is the value reported above included in the closing inventorms previous y rep orted in question 1c. from the expenses section?


## Sales by type of client

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

1. Clients in Canada

## Percentage

a. individuals and households


F43008_C2
b. businesses


F43008_c3
c. governments, not-for-profit organizations and public institutions
(e.g., hospitals and schools) $\qquad$


F43008_c4
2. Clients outside Canada $\qquad$
$\square$ \%

## 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 destin tion ables locate 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 th usands of Cana dian dollars.
When precise figures are not available, please provide your be toolmate.



Province/country of origin and destination of products sold


Province/country of origin and destination of products sold


Province/country of origin and destination of products sold


## 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 locations".

Please verify the location address and correct where needed.

## Operating name

B00102_I

Address (number and street)
B00119_1
$\square$
City
B00121_।

Province, territory
B00122_I

Postal code


Was this business location operational for the full year?
B00305_b_I
Yes $\Rightarrow$ Go to next location

What was the reason(s) for part year operation (mark 2il that arply)?


What were this location's operzionaictart and end dates?


Statistics Canada reviews all feedback.
We invite your comments pertaining to this business location.
B00001_I
$\square$

## Details on this business's additional locations

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_1
$\square$
City
B00126_
$\square$

Total operating revenue


Was this business location operational for the full year?
B00306_b_I
Yes $\Rightarrow$ Go to next location

What was the reason(s) for part year operation (mark 2il that arply)?


Statistics Canada reviews all feedback.
We invite your comments pertaining to this business location.
B00015_」
$\square$
$\qquad$

## Changes or events

1. Indicate any changes or events that affected the reported values for this business or organization compared with the last reporting period.

Mark all that apply.

B00302_t1
Strike or lock-out
B00302_t2
Exchange rate impact
B00302_t3
Price changes in goods or services sold
B00302_t4
Contracting out
Bооз02_15
Organizational change
вооз02_16
Price changes in labour or raw materials B00302_17

Natural disaster
B00302_18
Recession
вооз02_19
Change in product line
B00302_t10
Sold business or business units
B00302_t11
Expansion
B00302_t12
New or lost contract
B00302_t13
Plant closures
B00302_114
Acquisition of business orbush ess units
Boos02_H5
Other changes or events - specify
B00302_t16

OR
B00302_117
No changes or events

## Contact person

2. Statistics Canada may need to contact the person who completed this questionnaire for further information.

If the contact person is the same as on cover page, please check $\quad \rightarrow$ Go to "Feedback"
Otherwise, who is the best person to contact about this questionnaire?
First name
Last name

Title


## Feedback

3. How long did it take to complete this questinnnaire? Include the time spent gathering the necessarv in omation.
4. We invite your comments about this quecionnaire.


$\square$
$\square$
$\square$
$\qquad$
$\square$

## Confidentiality

## Your answers are confidential.

By law, Statistics Canada is prohibited from releasing any information it collects that 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 only.

## 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 'ega: authority to compel businesses to provide the same information, consent is not requested and $b$ 'sinesses 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, Québec, 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 Pri ine Edward Island, the Northwest Foritories ap a iunavut.

For agi-ements win provincial and territorial gov ernment organ ations, the shared data will bo imited to ip,ormation pertaining to business estallishment: lonated within the jurisdiction of the reopective provirice or territory.

Record linkages
To anhance the data from this survey and to reduce the reporting burden, Statistics Canada may combine the acquired data with information from other surveys from administrative sources.

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

