Integrated Business Statistics Program (IBSP)

2014 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.

Please verify the information for this business's contact person and correct where needed.

Operating name	
First name	
Last name	
Title	
Address (number and street)	
City	
Province, territory or state	Postal code or zip code

Business and contact information		
Email address	Telephone number (including area code)	Extension number
	6	
Preferred language of communication	Fax number (including area code)	
English French	10 PX	

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/indexeng.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's 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 datasharing 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.

Please return the questionnaire within 21 days.

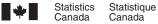
Please mail the completed questionnaire in the enclosed envelope or fax it to Statistics Canada at 1-888-883-7999.

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

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

Visit our website, www.statcan.gc.ca

5-3600-143.1: 2015-03-27





1.	Is this business currently in operation?
	Yes ▶ Go to next Section
	No, seasonal operations ▶ Go to question 2
	No, ceased all operations ▶ Go to question 4
	No, sold all operations ▶ Go to question 6
	No, amalgamated with (an) other business(es) ▶ Go to question 8
	No, temporarily inactive but will re-open ▶ Go to question 11
	No, no longer operating due to other reason(s) ► Go to question 14
2.	When did this business close for the season? YYYYY MM DD Date
3.	When does this business expect to resume operations? YYYYY MM DD Date Go to next Section
4.	Date
5.	Why did this business cease all operations? B00311 Bankruptcy Liquidation Dissolution Other reason — please specify: B00312
6.	When was this business sold? YYYY MM DD Date

Business status

7.	What is the legal name of the buyer?	► Go to next Section
8.	When did this business amalgamate? YYYY MM DD B00213	GO TO HEXT GEORIOII
9.	Date What is the legal name of the resulting or continuing business? B00407	
10.	What is (are) the legal name(s) of the other amalgamated business(es)?	
		► Go to next Section
11.	When did this business become temporarily inactive? YYYYY MM DD Date	
12.	When did this business become temporarily inactive? YYYYY MM DD B00214 When does this business expect to resume operations? YYYYY MM DD B00215 Date Why is this business temporarily inactive? B00313	
13.	Why is this business temporarily inactive? B00313	
		► Go to next Section
14.	When did this business cease operations? YYYY MM DD Date	
15.	Why did this business cease operations?	
	800314	
		► Go to next Section

Reporting instructions

- 1. Please print in ink.
- 2. Report all dollar amounts in thousands of Canadian dollars.
- 3. Do not include sales tax.
- 4. Percentages should be rounded to whole numbers.
- 5. Consult the reporting guide at **www.statcan.gc.ca/guides-e** for further information.
- 6. When precise figures are not available, please provide your best estimates.

Bu	sin	ess activity
1.		ristics Canada uses the North American Industrial Classification System to classify the activities of each business. ording to our records, this business's main activity is classified as:
	Is th	nis the main activity of this business?
		Yes, this is the main activity of this business. ▶ Go to question 1c
		No, this is not the main activity of this business. ▶ Go to question 1a ▼
	a.	Was this business's main activity, which typically generates the most revenue, ever classified as described above? B05111 YYYY MM DD
		Yes ► When did the main business activity change? Date : No ► Go to question 1b
	b.	Please provide a brief but precise description of this business's main activity
		(e.g., "breakfast cereal manufacturing" or "shoe store" or "software development").
		1. 40
		B05004
	C.	Approximately what percentage of this business's revenue is generated by this main activity ? Estimates are acceptable.
		Are there any other activities that contribute significantly (at least 10%) to this business's revenue ?
		Yes ▶ Go to question 1d
		No ▶ Go to next page
	d.	Please provide a brief but precise description of this business's secondary activity (e.g., "breakfast cereal manufacturing" or "shoe store" or "software development").
		805005
	e.	Approximately what percentage of this business's revenue is generated by this secondary activity? Estimates are acceptable

1.	For this survey, please report information for this business's mo Note: For this survey, the End date should fall between April 1,	
	Start date YYYY MM DD End da	YYYY MM DD ate
2.	If the reporting period does not cover a full year , please check (mark all that apply):	the reason(s) below
	B00301_r1	B00301_r5
	seasonal operations	ceased operations
	B00301_r2	B00301_r6
	new business	temporarily inactive
	B00301_r3	B00301_r7
	change of ownership	other reason — please specify:
	B00301_r4	B00301_r8
	change of fiscal year	
3.	Please indicate below, any changes or events that may have aff last reporting period (mark all that apply): B00302_11 strike or lockout B00302_12 exchange rate impact B00302_13 price changes in goods or services sold B00302_14 contracting out B00302_15 organisational change	sold business units
	contracting out	plant closures
	B00302_15	B00302_t14
	organisational change	acquisition of business units
	B00302_16	B00302_t15
	price changes in labour or raw materials	other change or event — please specify:
	B00302_17	B00302_116
	natural disaster	
	B00302_t8	B00302_t17
	recession	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.

Wh	at was this business's revenue from each of the following sources?	CAN\$ '000	
		F43008	
1.	Sales of goods and services Exclude: GST/HST, PST and QST	\$.000
		F45801	
2.	Rental and leasing	\$,000
		F45701	
3.	Commissions	\$,000
		F47101	
4.	Subsidies Include: grants, donations and fundraising	\$,000
		F47201	
5.	Royalties, rights, licensing and franchise fees	\$,000
	COX CE	F51101	
6.	Dividends	\$,000
	TION PER	F51201	
7.	Interest	\$,000
8.	Royalties, rights, licensing and franchise fees Dividends Interest Other revenue — please specify: Include: intracompany transfers F51302 Total revenue		
	F51302	F51301	
		\$,000
		F40000	
9.	Total revenue (sum of questions 1 to 8)	\$,000

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.

Wha	at we	ere this business's expenses for the following items?				
1.	Cos	st of goods sold	CAN\$ '000			
			F61206			
	a.	opening inventories		,000		
	b.	purchases Include: raw materials, goods purchased for resale and non-returnable containers Exclude: change in inventories	F61306	,000		
		Exclude. Change in inventories	F61406	,000		
	c.	closing inventories		,000	CAN\$ '000	
	d.	cost of goods sold (opening inventories plus purchases minus closing inventories)	(\$	F61101	,000
2.	Incl	(opening inventories plus purchases minus closing inventories)	CRORI			
		110, 28			F61501	
	a.	salaries, wages and commissions		\$	F61502	,000
	b.	employee benefits (please refer to the reporting guide for the list of inclusions and exclusions)		\$,000
3.	Incl	ocontracts ude: commissions paid to non-employees		Φ.	F62503	
				\$	F62504	,000
4.	Res Excl	earch and development fees lude: in-house research and development		\$,000
5.		fessional and business fees		Φ.	F62601	
	(e.g.	, legal, accounting, consulting, scientific fees)		\$	F61801	,000
6.	Utili (e.g.	ties , electricity, water and gas)		\$,000
7.	Office.g.	ce and computer related expenses , office supplies, postage, computer upgrades)		\$	F62505	,000
8.	Tele	ephone, Internet and other telecommunication		\$	F61802	,000
9.		siness taxes, licenses and permits		\$	F61901	000
		, beverage tax, business tax, license fees, property taxes)		φ	F62001	,000
10.		valties, franchise fees and memberships lude: Crown royalties		\$,000

			CAN\$ '000
44	Cyayun ahayasa		F62506
11.	Crown charges (for logging, mining and energy industries only)	\$,000
4.0			F62101
12.	Rental and leasing Include: land, building, equipment and vehicles	\$,000
			F62201
13.	Repair and maintenance Include: buildings, equipment and vehicles	\$,000
			F61601
14.	Amortization and depreciation	\$,000
			F62301
15.	Insurance	\$.000
			F62507
16.	Advertising, marketing, promotion, meals and entertainment	\$.000
	· · · · · · · · · · · · · · · · · · ·		F62508
17	Travel, meetings and conventions	\$,000
	· · · · · · · · · · · · · · · · · · ·	Ψ	F62401
18.	Financial services	\$,000
	(e.g., bank charges and transaction rees)	Ψ	F69101
10	Interest expense	\$,000
19.	interest expense	Ψ	F62509
20.	Other non-production-related costs and expenses	\$,000
	Financial services (e.g., bank charges and transaction fees) Interest expense Other non-production-related costs and expenses Include: bad debt, loan losses, donations, political contributions and inventory write-down All other cost and expenses — please specify:	Ψ	,000
21.	All other cost and expenses — please specify: Include: intracompany expenses		
	F62512		F62511
		\$,000
00	T. A. J		F60000
22.	Total expenses (sum of lines 1 to 21)	\$,000

Industry	characteristics
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Selected sales information

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**

	All and death according to the control of the contr		OAND OOD	
1.	All products purchased for resale Report sales net of returns, discounts and rebates. Include: parts used in generating repair and maintenance revenue		F43003	
	Exclude: labour revenue from repair and maintenance reported in question 3 below	\$,000
			F43002	
2.	Products manufactured as a secondary activity by this business	\$,000
3.	Repair and maintenance services	Ф	F45902	
	Exclude: sales of parts as reported in question 1 above	\$	F45804	,000
1	Dental and leaving of well extets	\$	110001	,000
4.	Rental and leasing of real estate	ψ	F45802	,000
5.	Rental and leasing of products and equipment Exclude: sales of parts as reported in question 1 above	\$,000
Otl	ner R ¹ at		F43172	
6.	What was the value of products where commissions and fees were earned by this business acting as an agent or broker?	\$	1401/2	,000
	What was the value of products where commissions and fees were earned by this business acting as an agent or broker?			

CANE 1000

Sa	ies	by type of client		
Wh	at wa	as this business's breakdown of sales by the following types of client?		
1.	Cli	ents in Canada	Percentage	
	a.	individuals and households	F43008_c1	6
	b.	businesses	9/	6
	c.	governments, not-for-profit organizations and public institutions (e.g., hospitals and schools)	F43008_c3	/ 0
			F43008_c4	
2.	Cli	ents outside of Canada	%	6

INFORMATION COPY POPULISE TO REPORT 100%

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

NFORMATION OF THE PROPERTY OF 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

Province	country o	f origin an	d destinat	tion of produ	ıcts sold			
	Product cod	de			Product code			
	B40013_lst1				B40013_lst2			
	Product des	scription			Product descri	otion		
	B40014_p1				B40014_p2			
	Was this produring this reperiod?		B05028_p1_b	Yes No	Was this produ during this repo period?		305028_p2_b	Yes No
		goods sold N\$ '000		s of goods N\$ '000	Cost of goo			f goods \$ '000
	F61101_p1	N\$ 000	F43173_p1	11145 000	F61101_p2	000	F43173_p2	\$ 000
	\$,000	\$,000	\$,000	\$,000
	Purchase	ed from origin	Sold to	destination	Purchased fr	om origin	Sold to d	estination
Canada	F61307_p1_g1		F43174_p1_g1		F61307_p2_g1		F43174_p2_g1	
N.L.		%		%	3	%		%
P.E.I.	F61307_p1_g2	%	F43174_p1_g2		F61307_p2_62	%	F43174_p2_g2	%
N.S.	F61307_p1_g3	%	F43174_p1_g3	%	F61307_p2_g3	%	F43174_p2_g3	%
N.B.	F61307_p1_g4	%	F43174_p1_g4	%	F61307_p2_g4	%	F43174_p2_g4	%
	F61307_p1_g5	%	F43174_p1_95	5%	F61307_p2_g5	%	F43174_p2_g5	%
Que.	F61307_p1_g6		F43174_p1_g6		F61307_p2_g6		F43174_p2_g6	
Ont.	F61307_p1_g7	%	F43174_p1_g7	%	F61307_p2_g7	%	F43174_p2_g7	%
Man.		%	0	%		%		%
Sask.	F61307_p1_g8	%	F43174_p1_g8	%	F61307_p2_g8	%	F43174_p2_g8	%
Alta.	F61307_p1_g9	%	F43174_p1_g9	%	F61307_p2_g9	%	F43174_p2_g9	%
B.C.	F61307_p1_g10	%	F43174_p1_g10	%	F61307_p2_g10	%	F43174_p2_g10	%
	F61307_p1_g11	%	F43174_p1_g11	%	F61307_p2_g11	%	F43174_p2_g11	%
Y.T.	F61307_p1_g12		F43174_p1_g12		F61307_p2_g12		F43174_p2_g12	
N.W.T.	F61307_p1_g13	%	F43174_p1_g13	%	F61307_p2_g13	%	F43174_p2_g13	%
Nvt.		%		%	101007_p2_g10	%		%
Outside Car								
USA	F61307_p1_g14	%	F43174_p1_g14	%	F61307_p2_g14	%	F43174_p2_g14	%
China	F61307_p1_g15	%	F43174_p1_g15	%	F61307_p2_g15	%	F43174_p2_g15	%
	F61307_p1_g16	%	F43174_p1_g16	%	F61307_p2_g16	%	F43174_p2_g16	%
Other	Γ							
Total		100%		100%	10	00%		100%

Province/	country o	of origin a	and destinat	tion of	produ	cts sold		
	Product co	de						
	Product de	scription						
	Was this pr during this period?	roduct sold reporting	B05028_p1_b	Yes No				
	Cost of CA	goods sold N\$ '000	Sales	of goods				
	F61101_p1		F43173_p1					
	\$,0	00 \$,000			
Canada	Purchase	ed from origin	Sold to	destination	on			
N.L.	F61307_p1_g1		F43174_p1_g1		%	3		
P.E.I.	F61307_p1_g2		F43174_p1_g2			of POP		
N.S.	F61307_p1_g3		F43174_p1_g3	1/0	%	56,		
N.B.	F61307_p1_g4		F43174_p1_g4	P	/%			
Que.	F61307_p1_g5		F43174_p1_g5	15	%			
Ont.	F61307_p1_g6		F43174_p1_g6	0,	%			
Man.	F61307_p1_g7		F43174_p1_g7		%			
Sask.	F61307_p1_g8		F43174_p1_g8		%			
Alta.	F61307_p1_g9		F43174_p1_g9		%			
B.C.	F61307_p1_g10		F43174_p1_g10		%			
Y.T.	F61307_p1_g11		F43174_p1_g11		%			
N.W.T.	F61307_p1_g12		F43174_p1_g12		%			
Nvt.	F61307_p1_g13		F43174_p1_g13		%			
Outside Cana	nda							
USA	F61307_p1_g14		F43174_p1_g14		%			
	F61307_p1_g15		F43174_p1_g15					
China	F61307_p1_g16		F43174_p1_g16		%			
Other			%		%			
Total		100%		100%				

	Product desc	cription			Product descrip	otion		
	Was this pro during this re period?		B05028_p3_b	Yes No	Was this produduring this repo			Yes No
		goods sold \$ '000		s of goods AN\$ '000	Cost of goo			f goods \$ '000
	F61101_p3		F43173_p3		F61101_p4		F43173_p4	
		000 \$		000 \$		000 \$		000 \$
Canada	Purchased	I from origin	Sold to	destination	Purchased from	om origin	Sold to de	estination
N.L.	F61307_p3_g1	%	F43174_p3_g1		F61307_p4_g1	%	F43174_p4_g1	%
P.E.I.	F61307_p3_g2	%	F43174_p3_g2		F61307_p4_92	%	F43174_p4_g2	%
N.S.	F61307_p3_g3	%	F43174_p3_g3	10 %	F61307_p4_g3	%	F43174_p4_g3	%
N.B.	F61307_p3_g4	%	F43174_p3_g4	1 %	F61307_p4_g4	%	F43174_p4_g4	%
Que.	F61307_p3_g5	%	F43174_p3_g5	5%	F61307_p4_g5	%	F43174_p4_g5	%
Ont.	F61307_p3_g6	%	F43174_p3_g6	%	F61307_p4_g6	%	F43174_p4_g6	%
Man.	F61307_p3_g7	%	F43174_p3_g7	%	F61307_p4_g7	%	F43174_p4_g7	%
Sask.	F61307_p3_g8	%	F43174_p3_g8	%	F61307_p4_g8	%	F43174_p4_g8	%
Alta.	F61307_p3_g9	%	F43174_p3_g9	%	F61307_p4_g9	%	F43174_p4_g9	%
B.C.	F61307_p3_g10	%	F43174_p3_g10	%	F61307_p4_g10	%	F43174_p4_g10	%
Y.T.	F61307_p3_g11	%	F43174_p3_g11	%	F61307_p4_g11	%	F43174_p4_g11	%
N.W.T.	F61307_p3_g12	%	F43174_p3_g12	%	F61307_p4_g12	%	F43174_p4_g12	%
Nvt.	F61307_p3_g13	%	F43174_p3_g13	%	F61307_p4_g13	%	F43174_p4_g13	%
Outside Ca	ınada							
USA	F61307_p3_g14	%	F43174_p3_g14	%	F61307_p4_g14	%	F43174_p4_g14	%
China	F61307_p3_g15	%	F43174_p3_g15	%	F61307_p4_g15	%	F43174_p4_g15	%
Other	F61307_p3_g16	%	F43174_p3_g16	%	F61307_p4_g16	%	F43174_p4_g16	%

Details on this business's locations	
 Complete for all business locations operating during this repor If necessary, add all locations not listed on this questionnaire of 	
Please verify the location address and correct where needed.	
Operating name	
Address (number and street) B00119_1	Province or territory B00122_I
City 800121_I	Postal code B00123_J
Total operating revenue	•
\$,000	De vi
Was this business location operational for the full year? 800305_b_l Yes ➤ Go to next location	CORTORI
Yes So to next location No What was the reason(s) for part-year operation (mark all that apply)?	*OK.
	B00301_r3_l1 change of fiscal year change of ownership B00301_r7_l1 moved
What were this location's operational start and end dates? YYYYY MM DD Start date End date	YYYY MM DD 800202_1
Statistics Canada reviews all feedback. We invite your comments pertaining to this business location.	
B00001_I	

Details on this business's additional location	
 Complete for all business locations operating during this report Add all locations not listed. 	ting period.
Please provide the business location address.	
Operating name	
Address (number and street) B00125_I	Province or territory B00127_I
City B00126_I	Postal code
Total operating revenue	
\$,000	Dy V
Was this business location operational for the full year?	CORFOR
	- QV
seasonal operation new store	b00307_r3_l1 change of fiscal year change of ownership b00307_r7_l1 moved
B00307_r9_l1	
What were this location's operational start and end dates? YYYYY MM DD Start date End date	YYYY MM DD B00209_I
Statistics Canada reviews all feedback. We invite your comments pertaining to this business location.	

Contact person
Name of person to contact about this questionnaire:
First name
Last name
Title
Email address
Telephone number Extension number Fax number hours minutes
How long did you spend collecting the data and completing the questionnaire?
Comments
We invite your comments below. If necessary, please attach a separate sheet. Please be assured that we review all comments with the intent of improving the survey.

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 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.

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