

U.S. DEPARTMENT OF COMMERCE  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



FORM  
SA-512A

DUE  
DATE ▸

## 2000 SERVICE ANNUAL SURVEY

### Motion Picture and Sound Recording Industries

NOTICE — Your report to the Census Bureau is confidential by law (Title 13, U.S. Code). It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

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RETURN COMPLETED FORM TO



U.S. CENSUS BUREAU  
1201 East 10th Street  
Jeffersonville, IN 47132-0001

Any questions call  
1-800-772-7851 weekdays,  
8:30 a.m. to 5:00 p.m. EST

*(Please correct any error in name, address, or ZIP Code)*

**YOUR RESPONSE IS REQUIRED BY LAW.** Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

**Item 1      SURVEY COVERAGE**

This report covers all domestic locations operated by your company and its subsidiaries primarily engaged in releasing, promoting, and distributing sound recordings. Locations manufacture or arrange for the manufacture of recordings, such as audio tapes/cassettes and compact discs, and promote and distribute these products to wholesalers, retailers, or directly to the public. Locations also produce master recordings, or obtain reproduction and distribution rights to master recordings produced by record production companies or other integrated record companies.

Does the above coverage describe this firm's business activity?

- 0001 1  Yes — Continue with Item 3  
 0002 2  No — Specify your business activity and continue with Item 3 ▾

0002

**Item 2      NOT APPLICABLE TO THIS FORM**

**Item 3      REPORT PERIOD**

Mark (X) the one box which best describes the period covered by your report.

If the data reported are for a period other than the "calendar year," please enter the beginning and ending dates.

- 0006 1  Calendar year — Go to Item 4A

- 2  Fiscal year  
 3  Less than 12 months } →

		2000		
		Month	Day	Year
From	<input type="checkbox"/> 0007			
To	<input type="checkbox"/> 0008			

**Item 4A REVENUE**

Report revenue from record production and distribution. Include receipts from royalties, license fees, and other payments for authorizing the use of musical compositions; receipts from sales, leasing, and licensing fees of master recordings; sales of duplicate recording generated from masters that you own or lease the rights to; and distribution for others of finished products that do not involve buying or leasing masters.

Total Revenue \_\_\_\_\_  
 If a book figure is not available, an estimate is acceptable. Please refer to the enclosed instructions before making your entries.

Key code	2000			
	Bil.	Mil.	Thou.	Dol.
002				

**Item 4B EXPORTS**

An estimate is acceptable if a book figure is not available.

Note — An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located outside the United States (i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. **Exclude** products provided to domestic subsidiaries of foreign firms.

Did the revenue reported in Item 4A include any amounts received for exported services or products?  1 Yes  2 No

Key code	2000			
	Bil.	Mil.	Thou.	Dol.
004				

**Item 4C E-COMMERCE RECEIPTS/REVENUE**

E-commerce includes sales and receipts from any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods and services may or may not be made online. Please see the instruction sheet for further clarification before completing this item.

An estimate is acceptable if a book figure is not available.

1. Did your firm have e-commerce receipts/revenue during 2000?

1 Yes — Enter the date your firm began e-commerce sales.  
 2 No — Continue to Item 4D.

Month (i.e., June=06)	Year (i.e., 2000=00)

2. What was your firm's e-commerce receipts/revenue for 2000? (Include e-commerce receipts/revenue in Item 4A. Exclude sales taxes.)

Key code	2000			
	Bil.	Mil.	Thou.	Dol.
005				

**Item 4D INVENTORIES AT END OF YEAR (DECEMBER 31, 2000)**

An estimate is acceptable if a book figure is not available.

Report inventories at cost or market value using generally accepted accounting methods.

- a. Finished goods and work-in-process
- b. Materials, supplies, fuel, etc.
- c. TOTAL inventories

Key code	2000			
	Bil.	Mil.	Thou.	Dol.
621				
622				
623				





# SERVICE ANNUAL SURVEY

## INFORMATION SECTOR

### GENERAL INSTRUCTIONS

Your report should be completed and returned in the preaddressed envelope provided on or before the due date. If the report does not appear to apply to your kind of business or activity, describe your business or activity in Item 1 and complete the remainder of the form as accurately as possible.

If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to the

U.S. Census Bureau  
1201 East 10th Street  
Jeffersonville, IN 47132-0001

or call our Census Bureau representative in Jeffersonville, Indiana at 1-800-772-7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern time.

Always include your identification number, located in the address label, in any correspondence.

IF BOOK FIGURES ARE NOT AVAILABLE, ESTIMATES ARE ACCEPTABLE.

Please read all instructions before making your entries.

Report data for the calendar year specified. If calendar year records are not available, we will accept fiscal year data. Please note, however, that we prefer estimates for the calendar year to book figures covering a different time period. Report all values in dollars (omit cents). Enter "0" in items where appropriate. Please do not combine data for two or more revenue lines.

For location(s) sold or acquired during the year specified, report only for the period that the location(s) were operated by this firm.

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## SPECIFIC INSTRUCTIONS

### Revenue

Report revenue for all services rendered and any sales of merchandise for the calendar year specified, even though payment may have been received at a later date. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

#### *Include –*

- Total value of service contracts.
- Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations for FOREIGN parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property).

#### *Exclude –*

- Taxes (sales, amusement, occupancy, use, or other) collected directly from customers or clients and paid directly to a local, State, or Federal tax agency.
- Revenue from a domestic parent organization, or from franchise locations owned by others and any franchise or license fees.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).
- Revenue from the sale of used equipment.
- Installment payments from leasing under capital, finance, or full-payout leases.
- Proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale).
- Contributions, gift, grants, and income from interest, rental of real estate, and dividends **except** for public broadcast stations and libraries.

SERVICE ANNUAL SURVEY  
INFORMATION SECTOR  
SPECIFIC INSTRUCTIONS – Continued

E-commerce Receipts/Revenue

(In the following instructions, online refers to any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system.)

*Include –*

- Revenue from online orders for goods or services placed by a buyer.
- Revenue from online services provided where charges are based on the usage of those services (e.g., commissions or fees from use of computerized reservation systems, financial transaction processing systems, etc.)
- Commissions or fees from the trading of securities or the sale of other financial products online (e.g., insurance, loans, etc.).
- Commissions or fees from selling or from facilitating the sale of third party products (e.g., click-through including referral fees) through your company's Web site.
- Revenue from orders or contracts negotiated online with a buyer and seller on the price and terms for transferring ownership or the rights to use goods or services.
- Revenue from telephone transactions using interactive voice response systems.

*Exclude – revenue from:*

- Online billings where the order or contract was not negotiated online.
- Delivery of services online where the order or contract was not negotiated online.
- Provision of telecommunications and related infrastructure systems (e.g., data transfer, Web hosting, Internet access) where the order or contract for such services was not negotiated online.
- Orders for goods or services placed by facsimile machine or over switched telephone network.