

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



FORM
SA-44C
(3-16-2005)

DUE
DATE →

ANNUAL RETAIL TRADE REPORT 2005

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RETURN COMPLETED FORM TO
 → U.S. CENSUS BUREAU
 National Processing Center
 1201 East 10th Street
 Jeffersonville, IN 47132-0001
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Any questions call
 1-800-772-7851 weekdays,
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PROMPT RETURN WILL RESULT IN
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(Please correct any error in name, address, and 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.

GENERAL INSTRUCTIONS

- Provide data on a calendar year basis for 2004 and/or 2005. If data are not available in this format, indicate in the appropriate items the period covered.
- Always provide book figures. If they are not available, carefully prepared estimates, labeled "Est," are acceptable.
- Any significant change in your firm's operations should be noted in the "REMARKS" section of this report.

Include

- All domestic/U.S. retail establishments operated by your company and its subsidiaries, except for subsidiaries which report on separate Annual Retail Trade reports.
- Data for auxiliary facilities of your firm primarily engaged in furnishing supporting services to your retail establishment(s) (such as warehouses, garages, central administrative offices, and repair services)
- Retail leased departments and concessions operated by this firm in establishments of others (e.g., shoe departments in department stores or prescription counters in food stores)
- Data for establishment(s) sold or acquired during 2004 and/or 2005 for the period they were operated by your firm

Exclude

- Data for retail establishments operated by other firms, such as franchises
- Departments and concessions operated by other firms in your retail store(s)

▶ NOTE: A store front is not required for your firm to be classified as retail. For more information on classification, visit www.census.gov/epcd/www/drnaics.htm

SPECIAL INSTRUCTIONS

Item 1A - OWNERSHIP OR CONTROL

1. Does another firm own more than 50 percent of the working stock or have the power to control management and policies of this firm?

- 050 1 YES
 2 NO

| | | | | | | | | | | | | | | |
|---|--|--|--|--|--|--|--|--------------------------|---|--|--|--|--|--|
| 051 Name of owning or controlling company | | | | | | | | | | | | | | |
| Address - Number and street | | | | | | | | 052 EI Number (9 digits) | | | | | | |
| City, State, and ZIP Code | | | | | | | | | - | | | | | |

2. Did your firm experience any organizational change during 2004 and/or 2005?

- 025 1 YES —

- 026 1 Sold to
 027 1 Merged with
 028 1 Acquired

2 NO — Go to item 1B

| | | | | | | | | | | | |
|--|--|--|-----|-------|------|-----|---|--|-----------|--|--|
| 029 Name of company sold to/merged with/acquired | | | | | | | | | | | |
| Number and street | | | | | | | | | | | |
| City, State, and ZIP Code | | | | | | | | | | | |
| Date of sale/merger or acquisition | | | 030 | Month | Year | 031 | | | EI Number | | |
| | | | | | | | - | | | | |

Item 1B - NUMBER OF RETAIL ESTABLISHMENTS

Total number of retail establishments, including departments and concessions, covered by this report as of December 31, 2004 and/or December 31, 2005.

| Number as of December 31, 2004 | Number as of December 31, 2005 |
|-----------------------------------|-----------------------------------|
| 160 | 110 |

▶ NOTE: Do not include cents. Always round to the nearest dollar.

Item 2A - TOTAL SALES FOR 2004 AND 2005

1. What were the total sales of merchandise and other operating receipts for 2004 and/or 2005?
INCLUDE e-commerce sales and excise taxes on gasoline, liquor, and tobacco. EXCLUDE all sales taxes. See below for detailed directions.

| 2004 Dollars | 2005 Dollars |
|-----------------|-----------------|
| 150 | 100 |
| \$ | \$ |

INCLUDE

- Credit and cash sales of merchandise
- E-commerce sales
- Excise taxes
- Wholesale sales made by retail establishments covered by this report
- Receipts from layaway purchases
- Receipts from the rental or leasing of vehicles, equipment, instruments, tools, etc.
- Receipts from deliveries
- Receipts from installations, maintenance contracts, repairs, alterations, storage, and other such services
- Value of trade-ins taken as part payment for other merchandise
- Value of manufacturers' rebates
- Sales made by departments and concessions operated by your firm in establishment(s) of other firms

AUTOMOTIVE - Additional

- Charges for dealer preparation, warranty charges, and delivery cost
- Combined sales for a new and used car location, and service and parts facilities
- Fleet sales

EXCLUDE

- Carrying or other credit charges
- Commissions (such as vending machine operators, government lottery tickets, or other stores)
- Non-operating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)
- Sales made by departments and concessions operated by other firms in your firm's retail establishment(s)
- Refunds and allowances for returned goods
- Value of rebates and discounts offered by your firm that are granted to the purchaser, even if granted as an increase in trade-in allowance

AUTOMOTIVE - Additional

- Receipts from customers for tag and title fees, licenses, etc. forwarded to State or local licensing agencies

2. Did your firm collect any sales taxes during 2004 and/or 2005?
120 YES — What were the total sales taxes collected? EXCLUDE excise taxes reported in item 2A1.
 NO — Go to item 2B

| 2004 Dollars | 2005 Dollars |
|-----------------|-----------------|
| 152 | 102 |
| \$ | \$ |
| 153 | 103 |
| \$ | \$ |

3. What were the total sales of merchandise and other operating receipts including sales taxes for 2004 and/or 2005? (Sum of items 2A1 and 2A2)

Item 2B - E-COMMERCE SALES FOR 2004 AND 2005

E-commerce sales and other operating receipts are sales of goods and services, where an order is placed by the buyer or price and terms of the sale are negotiated over an Internet, extranet, EDI network, electronic mail, or other online system. Payment may or may not be made online.

AUTOMOTIVE - Additional

- Include in e-commerce the sales of cars where a binding sales price is established online through the dealer's or a third party's web site

Did your firm have any e-commerce sales during 2004 and/or 2005?
130 YES — What were the total e-commerce sales? EXCLUDE excise taxes reported in item 2A1.
 NO — Go to item 2C

| 2004 Dollars | 2005 Dollars |
|-----------------|-----------------|
| 163 | 113 |
| \$ | \$ |

Item 2C - SALES REPORT PERIOD FOR 2004 AND 2005

Do the reported data in items 2A and 2B represent the calendar year (January 1 through December 31) for 2004 and/or 2005? Beginning

121 YES — Go to item 3
 NO — Report your beginning and ending dates for 2004 and/or 2005 Ending

| 2004 | | | 2005 | | |
|-------|-----|------|-------|-----|------|
| Month | Day | Year | Month | Day | Year |
| 154 | | | 104 | | |
| 155 | | | 105 | | |

Item 3 - MERCHANDISE INVENTORIES AS OF DECEMBER 31

Report the total cost value of all domestic/U.S. inventories for the retail establishment(s) reported in item 1B on December 31, 2004 and/or December 31, 2005. If data are not available for December 31, specify the date that the data represent in item 3d. See below for detailed directions.

INCLUDE

- Merchandise owned and held by your firm in the U.S.
- Merchandise in transit to the U.S.
- Merchandise under contract for sale
- Merchandise held by others for sale on consignment
- Merchandise inventories at departments and concessions operated by your firm in establishments of other firms

EXCLUDE

- Fixtures, equipment, and supplies not held for sale
- Merchandise owned and held outside the U.S.
- Merchandise owned by others, but held by you on consignment
- Merchandise inventories at departments and concessions operated by other firms in your establishment(s)

▶ NOTE: For inventories at LIFO cost, report the LIFO amount plus the LIFO Reserve.

- a. Amount of merchandise in retail store(s), departments, and concessions _____ →
- b. Amount of merchandise in warehouses, offices, or in transit for distribution at your retail store(s) or through departments and concessions operated by your firm in other establishments _____ →
- c. TOTAL merchandise inventories (Sum of items 3a and 3b) _____ →

| 2004 | | 2005 | |
|---------|--|---------|--|
| Dollars | | Dollars | |
| 251 | | 201 | |
| \$ | | \$ | |
| 252 | | 202 | |
| \$ | | \$ | |
| 250 | | 200 | |
| \$ | | \$ | |

- d. Are the reported data in items 3a through 3c as of December 31?
 220 1 YES — Go to item 4
 2 NO — Report the date inventory was taken _____ →

| 2004 | | | 2005 | | |
|-------|-----|------|-------|-----|------|
| Month | Day | Year | Month | Day | Year |
| 253 | | | 203 | | |

Item 4 - INVENTORY VALUATION METHOD

- a. Does your firm value any inventory reported in item 3 on a LIFO (Last-In, First-Out) or LIFO Retail Method basis?
 305 1 YES — Go to item 4b
 2 NO — SKIP to item 5

- b. What is the amount of inventories in item 3c subject to LIFO costing? Exclude LIFO Reserve. _____ →
- c. What is the amount of LIFO Reserve for inventories in item 3c? LIFO Reserve is the DIFFERENCE between a given physical stock valued on a non-LIFO basis, for example, FIFO, and that same physical stock values at LIFO (i.e., non-LIFO value MINUS LIFO value) _____ →
- d. What is the amount of TOTAL inventories subject to LIFO? (Sum of items 4b and 4c) _____ →
- e. What is the amount of total inventories in item 3c which was NOT subject to LIFO? _____ →

| 2004 | | 2005 | |
|---------|--|---------|--|
| Dollars | | Dollars | |
| 350 | | 300 | |
| \$ | | \$ | |
| 351 | | 301 | |
| \$ | | \$ | |
| 352 | | 302 | |
| \$ | | \$ | |
| 353 | | 303 | |
| \$ | | \$ | |

▶ NOTE: The sum of lines 4d and 4e should equal item 3c.

Item 5 - TOTAL PURCHASES FOR 2004 AND 2005

a. What is the total cost value of all merchandise bought for resale to customers at your retail establishment(s) (net of returns, allowances, and trade and cash discounts) for the period reported in item 2C, for which you took title during 2004 and/or 2005 whether or not payment was made during the year? See below for detailed directions. →

| Purchases at cost value | |
|-------------------------|---------|
| 2004 | 2005 |
| Dollars | Dollars |
| 450 | 400 |
| \$ | \$ |

▶ NOTE: Purchases should not be greater than sales, if they are, explain in "REMARKS."

INCLUDE

- Cash and credit purchases by your firm
- Merchandise owned, but in transit to your firm
- Purchases made by both your warehouse(s) and establishment(s)
- Freight, delivery, and other transportation costs
- Import duties (if paid separately)
- Costs of services resold without any processing
- Parts and supplies used in repair work or other services

AUTOMOTIVE - Additional

- Value of automotive and other trade-ins exclusive of rebates and rebates and discounts granted as an increase in trade-in allowance

EXCLUDE

- Expenditures for supplies, equipment, and parts purchased for your company's own use.
- Sales and other taxes collected directly from customers and paid directly to a local, State, or Federal Tax Agency
- Purchases made by other firms operating departments and concessions in your establishment(s)
- Purchases of merchandise held outside the U.S.
- Purchases of containers, wrappings, packaging and selling supplies for your company's own use

b. Did you purchase any goods reported above over an Internet, extranet, EDI, or other online system?

405 1 YES 2 NO 3 DON'T KNOW

DEFINITIONS OF ACCOUNTS RECEIVABLE

INSTALLMENT ACCOUNTS

Open-end — Primarily "revolving" or optional accounts in which a deferred payment privilege is extended through a line of credit and the customer has the option of paying the balance in full, usually with no finance charge, or paying in two or more installments subject to some minimum required payment with a finance charge usually assessed.

Closed-end — Credit generally requiring a new contract to cover each extension of credit in which a precomputed finance charge is assessed, and which specifies a fixed schedule of installment payments with the number and the amount of payments and due dates specified in the contract.

CHARGE ACCOUNTS — Credit accounts for which full payment is scheduled to be made at the end of the customary billing period.

PLEASE READ THE INSTRUCTIONS ABOVE BEFORE ANSWERING ITEM 6B.

Item 6A - ACCOUNTS RECEIVABLE BALANCES

Does this company extend credit to customers at any of its retail establishments or departments and concessions covered by this report?

▶ NOTE: Report credit that is extended to customers and is managed through the firm itself. EXCLUDE credit that is actually provided by third parties, such as banks, finance companies, oil or other credit card issuing companies.

520 1 YES — Refer to definitions of accounts receivable above. 2 NO — SKIP to item 7

Item 6B - ACCOUNTS RECEIVABLE BALANCES FOR 2004 AND 2005

Mark (X) one box for each line to indicate type of credit account carried.

1. Installment accounts
- (a) Open-end accounts (revolving or optional) 521 1 YES 2 NO
- (b) Closed-end accounts 522 1 YES 2 NO
2. Charge accounts 523 1 YES 2 NO
3. Total — Sum of lines 1(a), 1(b), and 2 →

| Balances outstanding as of | |
|----------------------------|-------------------|
| December 31, 2004 | December 31, 2005 |
| Dollars | Dollars |
| 551 | 501 |
| \$ | \$ |
| 552 | 502 |
| \$ | \$ |
| 553 | 503 |
| \$ | \$ |
| 550 | 500 |
| \$ | \$ |

REMARKS – Use this space for clarification of responses

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CENSUS USE

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Item 7 – CERTIFICATION – This report is substantially accurate and has been prepared to the best of my ability in accordance with instructions.

| | | | | |
|--|---|----------------|--------|-----------|
| Name of person to contact regarding this report (Please print) 950 | Address — Number and street, city, State, ZIP Code 951 | 954 Telephone | | |
| | | Area code | Number | Extension |
| E-mail address 957 | Internet address (firm's homepage) 956 http:// | 955 Fax number | | |
| | | Area code | Number | |
| Signature of authorized person | Title 952 | Date 953 | | |