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



FORM **SA-44C** (9-14-2004)

DUE DATE

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

RETURN COMPLETED FORM TO



U.S. CENSUS BUREAU National Processing Center 1201 East 10th Street Jeffersonville, IN 47132-0001 FAX 1-800-447-4613

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

PROMPT RETURN WILL RESULT IN CONSIDERABLE SAVINGS TO YOUR GOVERNMENT.

ANNUAL RETAIL TRADE REPORT 2004

(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. 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 it's 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 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						
Does another firm own more than 50 percent of the working stock or have the power to control	051 Name of owning or controlling company					
management and policies of this firm?	Address – Number and street 052 El Number (9 digits)					
050 1 YES —	City, State, and ZIP Code					
2 LNO						
2. Did your firm experience any organizational change during 2004?						
025 1 YES — 026 1 Sold to	Name of company sold to/merged with/acquired					
027 $_1$ \square Merged with	Number and street					
028 ₁ Acquired	City, State, and ZIP Code					
	Date of sale/merger 030 Month Year 031 -					

Item 1B NUMBER OF RETAIL ESTABLISHMENTS		D	Numbe ecember)4
Total number of retail establishments, including departments and concessions, covered by this report as of December 31, 2004.		110			
▶ NOTE: All numerical values should be entered in the following format for items 2A, 2B, 3, 4, 5, and 6 For example: \$2,539,854,789 (two billion, five-hundred thirty-nine million, eight-hundred fifty seven-hundred eighty-nine dollars) would be entered like this: Bil. Mil. Thou. Dol.	BB. -four thous	sand,			
2 539 854 789					
2 333 034 703					
Do not include cents. Always round to the nearest dollar.					
Item 2A TOTAL SALES FOR 2004				04	
		Bil.	Mil.	Thou.	Dol.
1. What were the total sales of merchandise and other operating receipts for 2004? INCLUDE e-commerce sales and excise taxes on gasoline, liquor, and tobacco. EXCLUDE all sales taxes. See below for detailed directions.		\$			
INCLUDE					
Credit and cash sales of merchandise Carrying or other credit of the control of the con	charges				
E-commerce sales Excise taxes Commissions (such as v lottery tickets, or other s		achine operators, government			
Wholesale sales made by retail establishments overed by this report investments, and receipt	such as int s from the	nterest income, income from e rental or sale of real estate)			
 Receipts from layaway purchases Receipts from the rental or leasing of vehicles, equipment, Sales made by department firms in your firm's retained. 			ns operat	ed by oth	ner
instruments, tools, etc. • Refunds and allowances	for returne	ed goods			
 Receipts from deliveries Receipts from installations, maintenance contracts, repairs, alterations, storage, and other such services 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 					
Value of trade-ins taken as part payment for other merchandise	1				
Value of manufacturers' rebates AUTOMOTIVE – Additio Receipts from customers		d title fe	es. licens	es. etc.	
 Sales made by departments and concessions operated by your firm in establishment(s) of other firms Receipts from customers for tag and title fees, licenses, etc. forwarded to State or local licensing agencies 					
AUTOMOTIVE – Additional Charges for dealer preparation, warranty charges, and delivery costs					
Combined sales for new and used car locations and service facilities					
		D:I		04	D-I
2 Did your firm collect any color tayon during 20042		Bil. 102	Mil.	Thou.	Dol.
2. Did your firm collect any sales taxes during 2004? 120 1 YES — What were the total sales taxes collected during 2004?					
EXCLUDE excise taxes reported in item 2A1. 2 NO — Go to item 2B		\$			
		103			
3. What were the total sales of merchandise and other operating receipts including sales taxes for 2004 (Sum of items 2A1 and 2A2)	· · · · · ·	\$			
Item 2B E-COMMERCE SALES FOR 2004					
E-commerce sales and other operating receipts are sales of goods and services, where an order is place the buyer or price and terms of the sale are negotiated over an Internet, extranet, EDI network, electronic			20		
or other online system. Payment may or may not be made online.		Bil.	Mil.	Thou.	Dol.
1. Did your firm have any e-commerce sales during 2004? 130 1 YES — What were the total e-commerce sales during 2004?		113			
EXCLUDE excise taxes reported in item 2A1.	→	\$			
$2 \square$ NO — Go to item 2C $_{\overrightarrow{p}}$					
Item 2C SALES REPORT PERIOD FOR 2004			Month 104	Day	Year
Do the reported data in items 2A and 2B represent the calendar year (January 1 through December 31, 2004)? Beginning .					
121 1 YES — Go to item 3			105		
$_2$ \square NO — Report your beginning and ending dates for 2004 \longrightarrow Ending \ldots					

Item 3	MERCHANDISE INVENTORIES AS OF DECEMBER 31,	2004
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Report the total cost value of all domestic/U.S. inventories for the retail establishments reported in item 1B on December 31, 2004. 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 establishments

		Merchandise inventories at cost			
		2004			
	NOTE: For inventories at LIFO cost, report the LIFO amount plus the LIFO Reserve.	Bil.	Mil.	Thou.	Dol.
		201			
a.	Amount of merchandise in retail store(s), departments, and concessions	\$			
L	Amount of movelouding in words were officed by in transit for	202			
D.	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	\$			
		200			
c.	TOTAL merchandise inventories —				
	(Sum of items 3a and 3b)	\$			
d.	Are the reported data in items 3a through 3c as of December 31, 2004?	Month	Day	Yea	ar
	220 1 YES — Go to item 4	203			
	2 NO — Report the date inventory was taken — Ending		1	1	
	Z I NO Noport the date inventory rule taken — — — — Z Ending		<u>.</u>		
Ite	m 4 INVENTORY VALUATION METHOD				
	Does your firm value any inventory reported in item 2 on a LIEO /Leet In				
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				
			20	04	
		Bil.	Mil.	Thou.	Dol.
		300			
b.	What is the amount of inventories in item 3c subject to LIFO costing? Exclude LIFO Reserve	\$			
	Exclude Ell O Neserve.	301			
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)	\$			
_		302			
d.	What is the amount of TOTAL inventories subject to LIFO? (Sum of items 4b and 4c)	\$			
	(Julii of Reilis 45 and 46)	303			
		303			
e.	What is the amount of total inventories in item 3c which was NOT subject to LIFO?	\$			
	NOTE: The sum of lines 4d and 4e should equal item 3c.				

Item 5 TOTAL PURCHASES FOR 2004					
		Pu	rchases	at cost	value
			200)4	
		Bil.	Mil.	Thou.	Dol.
a. What is the total cost value of all merchandise bought for resale to custome (net of returns, allowances, and trade and cash discounts) for the period reg		400			20
title during 2004 whether or not payment was made during the year?———	borted in item 2C, for which you took	\$			
See below for detailed directions.					
▶ NOTE: Purchases should not be greater than sales, if they are, ex	xplain in "REMARKS."				
INCLUDE	EXCLUDE				
		ont and	narte nur	ahacad f	for
Cash and credit purchases by your firm	 Expenditures for supplies, equipm your company's own use. 	ent, and	parts pur	cnaseu i	101
Merchandise owned, but in transit to your firm	Sales and other taxes collected dia	ectly fro	m custom	ers and	naid
 Purchases made by both your warehouse(s) and establishment(s) 	directly to a local, State, or Federa			ioro arra	para
Freight, delivery, and other transportation costs	 Purchases made by other firms or 	erating o	departmer	nts and	
Import duties (if paid separately)	concessions in your establishmen				
Costs of services resold without any processing	 Purchases of merchandise held out 	tside the	U.S.		
Parts and supplies used in repair work or other services	 Purchases of containers, wrapping 	ıs nacka	ging and	sellina	
·	supplies for your company's own	use	ging ana	Jennig	
AUTOMOTIVE – Additional					
Value of automotive and other trade-ins exclusive of rebates and rebates and discounts granted as an increase in trade-in					
allowance					
b Did a b a	EDI				
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 ACC	OUNTS RECEIVABLE				
INSTALLMENT ACCOUNTS					
Open-end — Primarily "revolving" or optional accounts in which a deferred p	ayment privilege is extended through a line	of aradit	and the ou	ıctomor	
has the option of paying the balance in full, usually with no finance charge, or	r paying in two or more installments subjec	t to some	minimum	required	
payment with a finance charge usually assessed.					
Closed-end — Credit generally requiring a new contract to cover each extens	sion of credit in which a precomputed finan-	ce charge	is assesse	d, and	
which specifies a fixed schedule of installment payments with the number and	d the amount of payments and due dates sp	pecified in	the contra	act.	
CHARGE ACCOUNTS — Credit accounts for which full payment is sched	uled to be made at the end of the custo	mary bill	ing period	d.	
PLEASE READ THE INSTRUCTIONS A	DOVE DEFORE ANGMEDING ITEM C				
PLEASE READ THE INSTRUCTIONS A	BOVE BEFORE ANSWERING ITEM OF	э.			
Item 6A ACCOUNTS RECEIVABLE BALANCES					
D			41-1	2	
Does this company extend credit to customers at any of its retail establishn	nents or departments and concessions of	overed b	y tnis rep	ort?	
NOTE: Report credit that is extended to customers and is mana- actually provided by third parties, such as banks, finance	ged through the firm itself. EXCLUI e companies, oil or other credit card)E credit Lissuind	t that is		
companies.	c companies, on or other creat care	. ioouiiig	,		
520 1 YES — Refer to definitions of accounts receivable on the next p	page. 2 NO — SKIP to item 7				
Itom CD A COCUME DESCRIVA DUE DAL ANOSO FOR COCA					
Item 6B ACCOUNTS RECEIVABLE BALANCES FOR 2004					
Mark (X) one box for each line to indicate type of credit account carried.			ces outs		
Type of account		D	ecember	31, 20	04
1. Installment accounts		Bil.	Mil.	Thou.	Dol.
1. motumont accounts	_	501			
(a) Open-end accounts (revolving or optional)	521 1 YES 2 NO	\$			
		502			
(b) Closed-end accounts	522 1 YES 2 NO	\$			
		503			
2. Charge accounts	523 1 YES 2 NO	\$			
3		500			
3. Total — Sum of lines 1(a), 1(b), and 2		\$			
		ــــــــــــــــــــــــــــــــــــــ			

REMARKS - Use this space for clarification	of responses			
962				
				SUS USE
			961	
Public reporting burden for this collection of	information is estimated to average 24 minutes per response, including	the time for a	assembling data	
from existing records and completing the for	rm. Send comments regarding this burden estimate or any other aspect en, to: Paperwork Project 0607-0013, U.S. Census Bureau, 4700 Silver Hi	of this collect	ion of information.	
DC 20233-1500. You may e-mail comments to	o Paperwork@census.gov; use "Paperwork Project 0607-0013" as the sul	piect. <i>PLEASE</i>	INCLUDE FORM	
approval number from the Office of Manager	ENCE. Respondents are not required to respond to any information colloners and Budget. This 8-digit number appears in the top right corner of	this form.	it displays a valid	
Item 7 CERTIFICATION — This report is accordance v	s substantially accurate and has been prepared to the with instructions.	best of my	y ability in	
Name of person to contact regarding this report	Address — Number and street, city, State, ZIP Code	954	Telephone	
(Please print) 950	331	Area code	Number	Extension
E mail address	Internet address (firm's home; = ==)	955	Fox number	
E-mail address 957	Internet address (firm's homepage) 956	Area code	Fax number Number	
	http://	52 5040		
Signature of authorized person	Title	Date	ı	
	952	953		
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EUDIN 3A-441. (9-14-7004)				