

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



FORM
SA-45C
(12-12-2003)

ANNUAL RETAIL TRADE REPORT 2003

**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 TO
➔ **U.S. CENSUS BUREAU**
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.

(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

Please read all instructions and complete all items in this report. If book figures are not available, carefully prepared estimates, labeled "Est." are acceptable.

This report should cover ALL retail department stores operated by your company and its subsidiaries in the United States (all 50 States and the District of Columbia), except for subsidiaries or operating units which have been requested to submit separate Annual Retail Trade Reports to the U.S. Census Bureau.

Data for auxiliary facilities of your firm primarily engaged in furnishing supporting services to your department store(s) (such as warehouses, garages, central administrative offices, and repair services), should also be included in this report.

Data for retail establishments operated by other firms, such as by franchise, should be excluded entirely from this report.

For those establishments acquired or sold during 2003, only include data for the period they were operated by your firm.

Leased departments and concessions

- 1. Include** in item 3 sales from departments and concessions operated by other firms in your department store(s). **Exclude** from all other items of this report.
- 2. Exclude** from all items of this report, departments and concessions operated by this firm in establishments of other firms.

SPECIAL INSTRUCTIONS

Item 1A OWNERSHIP OR CONTROL

Is this company owned or controlled by another company?

- 050 1 YES ➔
2 NO

Name of owning or controlling company
051

Address — Number and street

052 EI Number (9 digits)

City, State, ZIP code

Item 1B NUMBER OF DEPARTMENT STORES

Number as of
December 31, 2003

110

Enter the total number of department stores covered by this report as of December 31, 2003. ➔

Item 2A TOTAL SALES OF MERCHANDISE AND OTHER OPERATING RECEIPTS FOR 2003

See instruction sheet for detailed directions.

Book figures for the calendar year 2003 should be reported in items 2Aa through 2Ac below. If book figures for the calendar year are not available, carefully prepared estimates for the calendar year are preferable to book figures covering another period.

2003			
Bil.	Mil.	Thou.	Dol.
100			
\$			
102			
\$			
103			
\$			

a. Sales of merchandise and other receipts for all department stores covered by this report →

NOTE — Include excise taxes on sales of items such as gasoline, liquor, and tobacco. Include e-commerce sales.

Do not include in item 2Aa receipts collected from customers for carrying charges or other charges for credit or sales taxes which were forwarded directly to taxing authorities.

b. Did your firm collect sales taxes which were forwarded directly to taxing authorities?

NOTE — Do not include excise taxes reported in item 2Aa.

120 1 YES — Report the amount of such taxes collected. →

2 NO

c. **TOTAL sales of merchandise and other operating receipts including sales taxes collected and forwarded directly to taxing authorities —**

Sum of items 2Aa and 2Ab →

Item 2B E-COMMERCE SALES OF MERCHANDISE AND OTHER OPERATING RECEIPTS FOR 2003

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.

2003			
Bil.	Mil.	Thou.	Dol.
113			
\$			

a. Did your firm have e-commerce sales during 2003?

130 1 YES 2 NO — SKIP to item 2C

b. E-commerce sales by your firm for 2003. (Include e-commerce sales in item 2Aa. Exclude sales taxes.) →

Item 2C SALES REPORT PERIOD

a. Do the data reported in items 2A and 2B represent the calendar year (January 1 through December 31) for 2003?

121 1 YES — Go to item 3

2 NO — Enter the period that the data represent. →

2003			
Bil.	Mil.	Thou.	Dol.
104	Month	Day	Year
From			
105			
To			

Item 3 DEPARTMENTS AND CONCESSIONS OPERATED BY OTHER FIRMS IN YOUR DEPARTMENT STORE(S)

a. Did other firms operate any departments or concessions in your department store(s) in 2003?

126 1 YES 2 NO — SKIP to item 4

2003			
Bil.	Mil.	Thou.	Dol.
106			
\$			

b. Total sales excluding sales taxes collected by departments and concessions operated by other firms in your department store(s) for 2003. Do not include in item 2Aa. →

Item 4 MERCHANDISE INVENTORIES (December 31) — See instruction sheet for detailed directions.

Report **cost value** of all merchandise. **Cost figures for December 31** should be reported in items 4a through 4c. If book figures are not available, carefully prepared estimates of inventories for December 31 are preferable to book figures representing another date. **For inventories at LIFO cost, report the LIFO amount plus the LIFO reserve.**

Complete each item; enter "0" if none.

Merchandise inventories at cost value							
2003				2002			
Bil.	Mil.	Thou.	Dol.	Bil.	Mil.	Thou.	Dol.
201				251			
\$				\$			
202				252			
\$				\$			
200				250			
\$				\$			
203				253			
Month	Day	Year		Month	Day	Year	

a. Merchandise in department stores covered by this report

b. Merchandise in warehouses, offices, or in transit for distribution to your department stores covered by this report.

c. **TOTAL merchandise inventories —**

Sum of items 4a and 4b →

d. Are the data reported in items 4a through 4c for December 31?

220 1 YES — Go to item 5

2 NO — Enter the date that the data represent. →

Item 5 INVENTORY VALUATION METHOD — See instruction sheet for detailed directions.

a. Were any of the inventories reported in item 4 valued using the Last-In, First-Out (LIFO) and/or LIFO Retail Method of inventory valuation?
 305 1 YES 2 NO — **SKIP to item 6**

b. Amount of inventories in item 4c subject to LIFO — *Exclude LIFO reserve.*

c. Amount of LIFO Reserve — The LIFO Reserve is the DIFFERENCE between a given physical stock valued on a non-LIFO basis, for example First-In, First-Out (FIFO) and that same physical stock valued at LIFO (i.e., non-LIFO value MINUS LIFO value)

d. **Amount of total inventories subject to LIFO**
Sum of items 5b and 5c →

e. Amount of total inventories in item 4c which was not subject to LIFO

	2003				2002			
	Bil.	Mil.	Thou.	Dol.	Bil.	Mil.	Thou.	Dol.
300					350			
\$					\$			
301					351			
\$					\$			
302					352			
\$					\$			
303					353			
\$					\$			

NOTE — The sum of lines 5d and 5e should equal item 4c.

Item 6 PURCHASES OF MERCHANDISE (AT COST)

See instruction sheet for detailed directions.

a. Report **total cost of merchandise** purchased for resale (net of returns, allowances, and trade and cash discounts), for which you took title during 2003 whether or not payment was made during the year. *Exclude expenditures for supplies, equipment, and parts purchased for your company's own use.* →

Purchases at cost value				
2003				
	Bil.	Mil.	Thou.	Dol.
400				
\$				

b. Were any of the goods purchased for resale in item 6a ordered 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 7B.

Item 7A ACCOUNTS RECEIVABLE BALANCES

Does this company extend credit to customers at any of its department stores covered by this report?

NOTE — Exclude credit which may have originated at this firm, but is actually provided by others, 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 8**

Item 7B UNPAID BALANCES FOR ALL DEPARTMENT STORES COVERED BY THIS REPORT.

Type of account Mark (X) one box for each line to indicate type of credit account carried.	Balances outstanding as of —			
	December 31, 2003			
	Bil.	Mil.	Thou.	Dol.
1. INSTALLMENT ACCOUNTS				
(a) Open-end accounts (revolving or optional) 521 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO				
(b) Closed-end accounts 522 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO				
2. CHARGE ACCOUNTS 523 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO				
3. Total — Sum of lines 1(a), 1(b), and 2 →				

REMARKS

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CENSUS USE	
961	

Public reporting burden for this collection of information is estimated to average 24 minutes per response, including the time for assembling data from existing records and completing the form. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0013, U.S. Census Bureau, 4700 Silver Hill Road, Stop 1500, Washington, DC 20233-1500. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0013" as the subject. *PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE.* Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner of this form.

Item 8 CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions.

Name of person and e-mail address to contact regarding this report – <i>Print or type</i> 950	Address — <i>Number and street, city, State, ZIP Code</i> 951		954 Telephone			
			Area code	Number	Extension	
			955 Fax number			
Signature of authorized person	Title 952	Date 953	Area code	Number		
			956 Internet address (firm's homepage)			
			http://			