

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



FORM  
**SA-44**  
(11-7-2005)

# 2005 ANNUAL RETAIL TRADE REPORT

**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.

**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 (press "2") 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)*

**Internet Reporting**

To complete this survey online go to: [www.census.gov/econhelp/arts](http://www.census.gov/econhelp/arts). Click on "Census Taker" and use your username and password to login.

**Username:**

**Password:**

### GENERAL INSTRUCTIONS

- Provide data on a calendar year basis for 2005 and 2004, if applicable. 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 whose payroll was reported on the Employer's Quarterly Federal Tax Return, Treasury Form 941, **under the Employer Identification Number (EIN)** shown in Item 1A
- Data for auxiliary facilities operated under this EIN 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) which report payroll under this firm's current EIN shown in Item 1A
- Data for establishment(s) sold or acquired during 2005 and 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](http://www.census.gov/epcd/www/drnaics.htm).**

### SPECIAL INSTRUCTIONS

#### Item 1A – FEDERAL EMPLOYER IDENTIFICATION NUMBER

**1. Does your firm currently report payroll under the EIN**

020 1  YES – **Go to Item 1A2**

2  NO

(a) Enter your present EIN. . . . .

(b) When did you start reporting payroll under this EIN? . . . . .

021									
			-						
Month						Year			
022									

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

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	EIN		031			

<b>Item 1B - NUMBER OF RETAIL ESTABLISHMENTS</b>	<b>Number as of December 31, 2005</b>	<b>Number as of December 31, 2004</b>
How many retail establishments, including departments and concessions, were covered by this report as of December 31, 2005 and December 31, 2004?	110	160

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

<b>Item 2A - TOTAL SALES FOR 2005 AND 2004</b>	<b>2005</b>	<b>2004</b>
	Dollars	Dollars
<b>1.</b> What were the total sales of merchandise and other operating receipts for 2005 and 2004? INCLUDE e-commerce sales and excise taxes on gasoline, liquor, and tobacco. EXCLUDE all sales taxes. See below for detailed directions.	100 \$	150 \$
<b>2.</b> Did your firm collect any sales taxes during 2005 and 2004? 120 1 <input type="checkbox"/> YES - What were the total sales taxes collected? EXCLUDE excise taxes reported in Item 2A1. 2 <input type="checkbox"/> NO - <b>Go to Item 2B</b>	102 \$	152 \$
<b>3.</b> What were the total sales of merchandise and other operating receipts including sales taxes for 2005 and 2004? (Sum of Items 2A1 and 2A2)	103 \$	153 \$

**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

<b>Item 2B - E-COMMERCE SALES FOR 2005 AND 2004</b>	<b>2005</b>	<b>2004</b>
	Dollars	Dollars
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	113 \$	163 \$
Did your firm have any e-commerce sales during 2005 and 2004? 130 1 <input type="checkbox"/> YES - What were the total e-commerce sales? EXCLUDE excise taxes reported in Item 2A1. 2 <input type="checkbox"/> NO - <b>Go to Item 2C</b>		

<b>Item 2C - SALES REPORT PERIOD FOR 2005 AND 2004</b>	<b>2005</b>			<b>2004</b>		
	Month	Day	Year	Month	Day	Year
Do the reported data in Items 2A and 2B represent the calendar year (January 1 through December 31) for 2005 and 2004?  121 1 <input type="checkbox"/> YES - <i>Go to Item 3</i>  2 <input type="checkbox"/> NO - <b>What were your beginning and ending dates for 2005 and 2004?</b>	104			154		
<b>Beginning</b> . . . . .						
<b>Ending</b> . . . . .	105			155		

**Item 3 – MERCHANDISE INVENTORIES AS OF DECEMBER 31**

Report the total value of all inventories for the retail establishment(s) reported in Item 1B on December 31, 2005 and December 31, 2004. If any part of inventory is valued using the LIFO method, report the amount before adjustment. If data are not available for December 31, specify the date that the data represent in Item 3f.

► **NOTE: Report merchandise inventories covered by this report, regardless of where held, owned as of December 31:**

		2005			2004		
		Dollars			Dollars		
a.	Merchandise inventories in retail stores. (Include leased departments and concessions operated by your firm in other establishments) . . . . .	201			251		
		\$			\$		
b.	Merchandise inventories in warehouses, offices, or in transit for distribution to retail stores . . . . .	202			252		
		\$			\$		
c.	Total of inventories before Last-in, First-out (LIFO) adjustment (if any) (Add Items 3a and 3b) . . . . .	200			250		
		\$			\$		
d.	LIFO reserve included in lines a–c (if any) . . . . .	301			351		
		\$			\$		
e.	TOTAL inventories after LIFO adjustment (line c minus line d) . . . . .	307			357		
		\$			\$		
f. Are the reported data in Items 3a through 3e as of December 31?							
220	1 <input type="checkbox"/> YES – Go to Item 4	Month	Day	Year	Month	Day	Year
	2 <input type="checkbox"/> NO – When was inventory taken? →	203			253		

**Item 4 – INVENTORY VALUATION METHOD AND LOCATION**

a. Report how much of the inventory in Item 3c was subject to each valuation method:

► **NOTE: Total should equal amount reported in Item 3c.**

(1) LIFO valuation method before adjustment . . . . .

(2) Any other valuation method . . . . .

(3) Total (Add Items 4a1 and 4a2) . . . . .

		2005			2004		
		Dollars			Dollars		
		302			352		
		\$			\$		
		303			353		
		\$			\$		
		306			356		
		\$			\$		

b. Were any of the inventories from Item 3c stored or en route outside the U.S. (50 states and the District of Columbia), or stored in U.S. Customs In-Bond Warehouses or Foreign Trade Zones?

221 1  YES – Report the amount (in dollars) →

2  NO – Go to Item 5

		2005			2004		
		Dollars			Dollars		
		204			254		
		\$			\$		

**Item 5 - TOTAL PURCHASES FOR 2005 AND 2004**

a. What is the total cost 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 2005 and 2004 whether or not payment was made during the year? See below for detailed directions. →

2005	2004
Dollars	Dollars
400	450
\$	\$

▶ **NOTE: If purchases are greater than sales, 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

**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:** Do not include credit that is provided by others, such as banks, finance corporations, oil or other credit card issuing companies. **Exclude credit extended to commercial customers.**

520 1  YES – Refer to definitions of accounts receivable below – Go to Item 6B      2  NO – **SKIP to Item 9**

**DEFINITIONS OF ACCOUNTS RECEIVABLE**

**Open or revolving accounts** – Retail credit that is extended on a credit-line basis. A single contract governs multiple use of the account and purchases may or may not be made with a credit card. Generally, credit extensions can be made at the customer's discretion, provided that the outstanding balance does not exceed a prearranged credit limit. The amount of repayment is also made at the discretion of the customer, subject to a prearranged minimum usually with the option of paying the balance in full.

**Closed or non-revolving accounts** – Retail credit accounts for which full payment is scheduled to be made at the end of the customary billing period or installment contracts that specify a fixed schedule of payments and the amount and due date for the payment.

**Item 6B - ACCOUNTS RECEIVABLE BALANCES FOR 2005 AND 2004**

Mark (X) to indicate if types of credit are extended and report balances as of December 31 for account types your company extends. **Exclude credit extended to commercial customers.**

**1. Types of accounts**

(a) Open (revolving) accounts      521 1  YES    2  NO

(b) Closed (non-revolving) accounts      522 1  YES    2  NO

**2. Total Accounts Receivable – Sum of lines 1(a) and 1(b)** →

Balances outstanding as of	
December 31, 2005	December 31, 2004
Dollars	Dollars
511	561
\$	\$
512	562
\$	\$
510	560
\$	\$

► **NOTE: Items 7 and 8 do not apply to this form.**

**REMARKS – Use this space for clarification of responses**

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CENSUS USE
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Public reporting burden for this collection of information is estimated to average 31 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 9 – 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 <i>(Please print)</i> 950	Address — <i>Number and street, city, State, ZIP Code</i> 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		