

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



FORM
SA-45C
(11-13-2006)

DUE DATE →

2006 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.

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
Click on "Census Taker" and use your user name and password to login.

Username:

Password:

GENERAL INSTRUCTIONS

- Provide data on a calendar year basis for 2006, 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 operated by your company and its subsidiaries, except 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 2006 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 →

051 Name of owning or controlling company

2 NO

Address - Number and street

052 EI Number (9 digits)

City, State, and ZIP Code

2. Did your firm experience any organizational change during 2006?

025 1 YES -

032 1 Sold to

2 Merged with

3 Acquired

029 Name of company sold to/merged with/acquired

Number and street

City, State, and ZIP Code

2 NO - **Go to Item 1B**

Date of sale/merger or acquisition → 030 Month Year

EIN → 031

CONTINUE ON NEXT PAGE →

Item 1B – NUMBER OF RETAIL ESTABLISHMENTS

How many retail establishments, including departments and concessions, were covered by this report as of December 31, 2006? _____

Number as of December 31, 2006	
110	

Item 2A – TOTAL SALES

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

1. What were the total sales of merchandise and other operating receipts for 2006?

INCLUDE e-commerce sales and excise taxes on gasoline, liquor, and tobacco. EXCLUDE all sales taxes. See below for detailed directions. _____

2006	
Dollars	
100	
\$	
102	
\$	
103	
\$	

2. Did your firm collect any sales taxes during 2006?

120 1 YES – What were the total sales taxes collected? EXCLUDE excise taxes reported in Item 2A1. _____

2 NO – **Go to Item 2B**

3. What were the total sales of merchandise and other operating receipts including sales taxes for 2006? (Sum of Items 2A1 and 2A2) _____

INCLUDE

- Credit and cash sales of merchandise
- E-commerce sales
- Excise taxes
- Wholesale sales made by retail establishment(s) 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 partial payment for other merchandise
- Value of manufacturers' rebates
- Sales made by departments and concessions operated by your firm in establishment(s) of other firms

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

Item 2B – E-COMMERCE SALES

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.

Did your firm have any e-commerce sales during 2006?

130 1 YES – What were the total e-commerce sales? EXCLUDE sales taxes. _____

2 NO – **Go to Item 2C**

2006	
Dollars	
113	
\$	

Item 2C – SALES REPORT PERIOD

Do the reported data in Items 2A and 2B represent the calendar year (January 1 through December 31) for 2006?

121 1 YES – **Go to Item 2D**

2 NO – **What were your beginning and ending dates for 2006?** _____

Beginning

Ending

2006		
Month	Day	Year
104		
105		

Item 2D – 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 2006?

126 1 YES

2 NO – **Go to Item 3**

2006	
Dollars	
106	
\$	

b. What were total sales collected by departments and concessions operated by other firms in your department store(s) for 2006? EXCLUDE sales tax. (Do not include in Item 2A1.) _____

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, 2006. If any part of inventory is valued using the Last-in, First-out (LIFO) method, report the amount before adjustment. If data are not available for December 31, specify the date that the data represent in Item 3C6.

A. Did establishments covered by this report own inventories (regardless of where held) at the end of 2006?

- 320 1 YES – Continue to line B
 2 NO – Go to Item 5

B. Were any of the inventories subject to the Last-in, First-out (LIFO) valuation method?

- 305 1 YES – Continue to line C
 2 NO – Complete Items 3C1–3, 6 and Go to Item 4B.

C. Report merchandise inventories covered by this report, regardless of where held, owned as of December 31:

		2006
		Dollars
1. Merchandise inventories in retail stores. (Include leased departments and concessions operated by your firm in other establishments)	→	201 \$
2. Merchandise inventories in warehouses, offices, or in transit for distribution to retail stores	→	202 \$
3. Total of inventories before LIFO adjustment (if any) (Add Items 3C1 and 3C2)	→	200 \$
4. LIFO reserve (if any)	→	301 \$
5. Total inventories after LIFO adjustment (line 3 minus line 4)	→	307 \$

6. Are the reported data in Items 3C1 through 3C5 as of December 31?

- 220 1 YES – Go to Item 4A
 2 NO – **When was inventory taken?** →

2006		
Month	Day	Year
203		

Item 4A – INVENTORY VALUATION METHOD AND LOCATION

Report how much of the inventory in Item 3C3 was subject to each valuation method:

► **NOTE: Total should equal amount reported in Item 3C3.**

		2006
		Dollars
1. LIFO valuation method before adjustment	→	302 \$
2. Any other valuation method	→	303 \$
3. Total (Add Items 4A1 and 4A2)	→	306 \$

Item 4B – INVENTORY OUTSIDE OF THE UNITED STATES

Were any of the inventories from Item 3C3 stored or en route outside the U.S. 50 states and the District of Columbia?

- 221 1 YES – **Report the amount (in dollars)** →
 EXCLUDE inventory held in Foreign Trade Zones or in-bond warehouses in the U.S.
 2 NO – Go to Item 5

2006	
Dollars	
204	\$

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

Item 9 – TOTAL OPERATING EXPENSES

2006
Dollars
844
\$

What were the total operating expenses during 2006 for establishments reported in Item 1B? →

INCLUDE

Expenses arising from the normal course of business.

EXCLUDE

- Bad debt
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Sales and other taxes collected directly from customers and paid directly to a local, State, or Federal government agency
- Interest expenses
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Capitalized expenses (except payroll and fringe benefits)
- Transfers made within the company

REMEMBER, YOU CAN FILL THIS REPORT OUT ONLINE BY GOING TO www.census.gov/econhelp/arts AND USING THE USERNAME AND PASSWORD ON PAGE 1 OF THIS FORM.

REMARKS

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CENSUS USE

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Public reporting burden for this collection of information is estimated to average 34 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.

Item 10 – 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		