

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



FORM  
**SA-44S**  
(9-19-2007)

**DUE DATE** →

## 2007 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**

*(Please correct any error in name, address, and ZIP Code)*

**Internet Reporting**

You may complete this survey online at:

<http://www.census.gov/econhelp/arts>

using your firm's unique username and original password, if you change your password, please keep a record for reference.

**Username:**

**Password:**

### GENERAL INSTRUCTIONS

- 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 2007 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)

### SPECIAL INSTRUCTIONS

**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 2007?

- 025 1  YES -
- 2  NO
- 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									
Date of sale/merger or acquisition		030	Month	Year	031	EIN			

**CONTINUE ON REVERSE SIDE** →

<b>1B NUMBER OF RETAIL ESTABLISHMENTS</b>	<b>Number as of December 31, 2007</b>
How many retail establishments, including departments and concessions, were covered by this report as of December 31, 2007? . . . . .	110

<b>2A TOTAL SALES</b>	
<b>NOTE:</b> Do not include cents. Always round to the nearest dollar.	100
1. What were the total sales of merchandise and other operating receipts for 2007? INCLUDE e-commerce sales and excise taxes on gasoline, liquor, and tobacco. EXCLUDE all sales taxes. See below for detailed directions. . . . .	101 \$
2. Did your firm collect any sales taxes during 2007? 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>SKIP to Item 2A4</b>	102 \$ 103
3. What were the total sales of merchandise and other operating receipts including sales taxes for 2007? (Sum of Items 2A1 and 2A2) . . . . .	\$
4. Did this firm have any receipts from customers for shipping and handling of merchandise? 122 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO – <b>Go to Item 2B</b>	
5. Are receipts for shipping and handling included in sales and receipts? 123 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO	
<b>INCLUDE</b>	<b>EXCLUDE</b>
<ul style="list-style-type: none"> <li>• Credit and cash sales of merchandise</li> <li>• E-commerce sales</li> <li>• Excise taxes</li> <li>• Wholesale sales made by retail establishment(s) covered by this report</li> <li>• Receipts from layaway purchases</li> <li>• Receipts from the rental or leasing of vehicles, equipment, instruments, tools, etc.</li> <li>• Receipts from deliveries</li> <li>• Receipts from installations, maintenance contracts, repairs, alterations, storage, and other such services</li> <li>• Value of trade-ins taken as partial payment for other merchandise</li> <li>• Value of manufacturers' rebates</li> <li>• Sales made by departments and concessions operated by your firm in establishment(s) of other firms</li> <li>• Shipping and handling revenues</li> <li>• Advertising revenues</li> </ul>	<ul style="list-style-type: none"> <li>• Carrying or other credit charges</li> <li>• Commissions (such as vending machine operators, government lottery tickets, or other stores)</li> <li>• Non-operating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)</li> <li>• Sales made by departments and concessions operated by other firms in your firm's retail establishment(s)</li> <li>• Refunds and allowances for returned goods</li> <li>• 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</li> </ul>

<b>2B E-COMMERCE SALES</b>	
1. Did your firm have any e-commerce sales during 2007? 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. . . . .	113 2007 Dollars \$
130 1 <input type="checkbox"/> YES – What were the total e-commerce sales? EXCLUDE sales taxes . . . . . 2 <input type="checkbox"/> NO – <b>Go to Item 2C</b>	
2. Do the e-commerce sales in Item 2B1 include sales to customers located outside the United States? 610 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO – <b>Go to Item 2C</b>	
3. Check the percentage of total e-commerce sales in Item 2B1 that were to customers located outside the United States. (Reminder: E-commerce sales from U.S. locations only). 620 1 <input type="checkbox"/> <1%    2 <input type="checkbox"/> 1%–5%    3 <input type="checkbox"/> 6%–10%    4 <input type="checkbox"/> >10%	

**2C SALES REPORT PERIOD**

Do the reported data in Items 2A and 2B represent the calendar year (January 1 through December 31) for 2007?

- 121 1  YES  
 2  NO – *What were beginning and ending dates for 2007?* .....

2007		
Month	Day	Year

Beginning 104  
Ending 105

**3 MERCHANDISE INVENTORIES**

Report the total value of all inventories for the retail establishment(s) reported in Item 1B on December 31, 2007. 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 2007?

- 320 1  YES  
 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  
 2  NO – *Complete Item 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:

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  
 \$

2007		
Dollars		

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

- 220 1  YES  
 2  NO – *When was inventory taken?* .....

2007		
Month	Day	Year

**4A INVENTORY VALUATION METHOD**

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

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

2007		
Dollars		

**Total should equal amount reported in Item 3C3.**

**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. for retail establishment in the U.S.  
 2  NO

2007
Dollars
204
\$

**5 TOTAL PURCHASES**

What was 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 2007 whether or not payment was made during the year? See below for detailed directions. . . . .

400

2007
Dollars
400
\$

**NOTE: If purchases are greater than sales, explain in "REMARKS" on the final page of this report.**

**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

**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

**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?

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  
 2  NO – **SKIP to Item 7**

**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.

**6B ACCOUNTS RECEIVABLE BALANCES**

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. Wclosed (non-revolving) accounts . . . . .  
 522 1  YES 2  NO

Balances outstanding as of
December 31, 2007
Dollars
511
\$
512
\$
510
\$

**2. What was the total balance of Accounts Receivable? – Sum of lines 1a and 1b . . . . .**

**7 SALES BY CLASS OF CUSTOMER**

What percentage of this firm's total sales in 2007 (Item 2A1) were to each class of customer?

- a. Households . . . . .
- b. Wholesalers and other retailers . . . . .
- c. Other businesses and private nonprofit institutions . . . . .
- d. Governments . . . . .

Percentage of total sales 2007	
600	%
601	%
602	%
603	%
<b>TOTAL</b>	<b>100%</b>

**8 SALES BY MERCHANDISE LINES**

For clarification regarding merchandise lines call 1-800-772-7851 (press "2").

- a. Books and magazines . . . . .
- b. Clothing and clothing accessories (Include footwear) . . . . .
- c. Computer hardware . . . . .
- d. Computer software . . . . .
- e. Drugs, health aids, and beauty aids . . . . .
- f. Electronics and appliances . . . . .
- g. Food, beer, and wine . . . . .
- h. Furniture and home furnishings . . . . .
- i. Jewelry . . . . .
- j. Music and videos . . . . .
- k. Office equipment and supplies . . . . .
- l. Sporting goods . . . . .
- m. Toys, hobby goods, and games . . . . .
- n. Other merchandise – **Specify principal line(s) below** →
- o. Shipping and handling revenues . . . . .
- p. Advertising revenues . . . . .
- q. Other non-merchandise receipts – **Specify principal receipt(s)** →
- r. **Total sales of merchandise** , . . . . .

Total sales 2007			E-commerce sales 2007		
(a)			(b)		
Dollars	OR	Percent	Dollars	OR	Percent
700		800	720		820
\$		%	\$		%
701		801	721		821
\$		%	\$		%
702		802	722		822
\$		%	\$		%
703		803	723		823
\$		%	\$		%
704		804	724		824
\$		%	\$		%
705		805	725		825
\$		%	\$		%
706		806	726		826
\$		%	\$		%
707		807	727		827
\$		%	\$		%
708		808	728		828
\$		%	\$		%
709		809	729		829
\$		%	\$		%
710		810	730		830
\$		%	\$		%
711		811	731		831
\$		%	\$		%
712		812	732		832
\$		%	\$		%
713		813	733		833
\$		%	\$		%
714		814	734		834
\$		%	\$		%
715		815	735		835
\$		%	\$		%
716		816	736		836
\$		%	\$		%
719		819	740		840
\$		<b>100</b> %	\$		<b>100</b> %

▶ **NOTE: Sum of all items should equal totals in Items 2A1 and 2B1 for 2007.**

**9 TOTAL OPERATING EXPENSES**

<b>2007</b>
Dollars
844
\$

What were the total operating expenses during 2007 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

**REMARKS** – Please use this space to explain any significant year-to-year changes, to clarify your responses, or to indicate where data were estimated.

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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, 4600 Silver Hill Road, AMSD-3K138, Washington, DC 20233. You may e-mail comments to [Paperwork@census.gov](mailto:Paperwork@census.gov); use "Paperwork Project 0607-0013" as the subject. 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.

**10 CERTIFICATION** – This report is substantially accurate and 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		