

Item 1B – NUMBER OF RETAIL ESTABLISHMENTS

**Number as of
December 31, 2006**

How many retail establishments, including departments and concessions, were covered by this report 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

If AUTOMOTIVE also include:

- 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

If AUTOMOTIVE also include:

- Receipts from customers for tag and title fees, licenses, etc. forwarded to State or local licensing agencies

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.

► **NOTE:** If AUTOMOTIVE also INCLUDE sales of cars where a binding sales price is established online through the dealer's or a third party's web site. EXCLUDE leads.

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 3*
2 NO – **What were your beginning and ending dates for 2006?** _____ →

2006		
Month	Day	Year
104		
105		

Beginning

Ending

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 3f.

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

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

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

- 305 1 YES – Go to Item 3a
 2 NO – Complete Items 3a–c, f and Go to Item 4B.

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

		2006		
		Dollars		
a. Merchandise inventories in retail stores. (Include leased departments and concessions operated by your firm in other establishments)	→	201		
		\$		
b. Merchandise inventories in warehouses, offices, or in transit for distribution to retail stores	→	202		
		\$		
c. Total of inventories before LIFO adjustment (if any) (Add Items 3a and 3b)	→	200		
		\$		
d. LIFO reserve (if any)	→	301		
		\$		
e. Total inventories after LIFO adjustment (line c minus line d)	→	307		
		\$		
f. Are the reported data in Items 3a through 3e as of December 31?		2006		
		Month	Day	Year
		203		
220 1 <input type="checkbox"/> YES – Go to Item 4A				
2 <input type="checkbox"/> NO – When was inventory taken?	→			

Item 4A – INVENTORY VALUATION METHOD AND LOCATION

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

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

		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 3c 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		
		\$		

Item 5 - TOTAL PURCHASES

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 2006 whether or not payment was made during the year? See below for detailed directions. →

2006	
Dollars	
400	
\$	

▶ **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

If AUTOMOTIVE also include:

- 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

▶ **NOTE: Items 6 through 8 do not apply to this form.**

Item 9 - TOTAL OPERATING EXPENSES

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

2006	
Dollars	
844	
\$	

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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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 (Please print) 950	Address — Number and street, city, State, ZIP Code 951	954 Telephone		
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Signature of authorized person	Title 952	Date 953		