

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



FORM  
**SA-45C**  
(10-31-2006)

**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  
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*(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 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](http://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 <input type="checkbox"/> YES → | 051 Name of owning or controlling company |  |  |  |  |  |  |                          |   |  |  |  |
|     | 2 <input type="checkbox"/> 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 <input type="checkbox"/> YES –                     | } 032 | 1 <input type="checkbox"/> Sold to     | 029 Name of company sold to/merged with/acquired |       |      |           |  |   |  |  |  |  |
|     |  |       | 2 <input type="checkbox"/> Merged with | Number and street                                |       |      |           |  |   |  |  |  |  |
|     |  |       | 3 <input type="checkbox"/> Acquired    | City, State, and ZIP Code                        |       |      |           |  |   |  |  |  |  |
|     | 2 <input type="checkbox"/> NO – <b>Go to Item 1B</b> |       |  | Date of sale/merger or acquisition → 030         | Month | Year | EIN → 031 |  | - |  |  |  |  |

**CONTINUE ON NEXT PAGE** →

**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

\$

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**

102

\$

103

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   |     |      |

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 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:

a. Merchandise inventories in retail stores. (Include leased departments and concessions operated by your firm in other establishments) →

| 2006    |  |  |
|---------|--|--|
| Dollars |  |  |
| 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?

- 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 3c was subject to each valuation method:

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

1. LIFO valuation method before adjustment →

| 2006    |  |  |
|---------|--|--|
| Dollars |  |  |
| 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. →

|             |
|-------------|
| <b>2006</b> |
| 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

**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

**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**

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)** →

|                                   |
|-----------------------------------|
| <b>Balances outstanding as of</b> |
| <b>December 31, 2006</b>          |
| Dollars                           |
| 511                               |
| \$                                |
| 512                               |
| \$                                |
| 510                               |
| \$                                |

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

**Item 9 – TOTAL OPERATING EXPENSES**

|             |
|-------------|
| <b>2006</b> |
| 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](http://www.census.gov/econhelp/arts) AND USING THE USERNAME AND PASSWORD ON PAGE 1 OF THIS FORM.**

**REMARKS**

962

|            |
|------------|
| CENSUS USE |
| 961        |

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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<br><i>(Please print)</i><br>950 | Address — <i>Number and street, city, State, ZIP Code</i><br>951 | 954 Telephone  |        |           |
|   |  | Area code      | Number | Extension |
| E-mail address<br>957   | Internet address (firm's homepage)<br>956<br><br>http://         | 955 Fax number |        |           |
|   |  | Area code      | Number |           |
| Signature of authorized person  | Title<br>952   | Date<br>953    |        |           |