

1975 Retail Trade

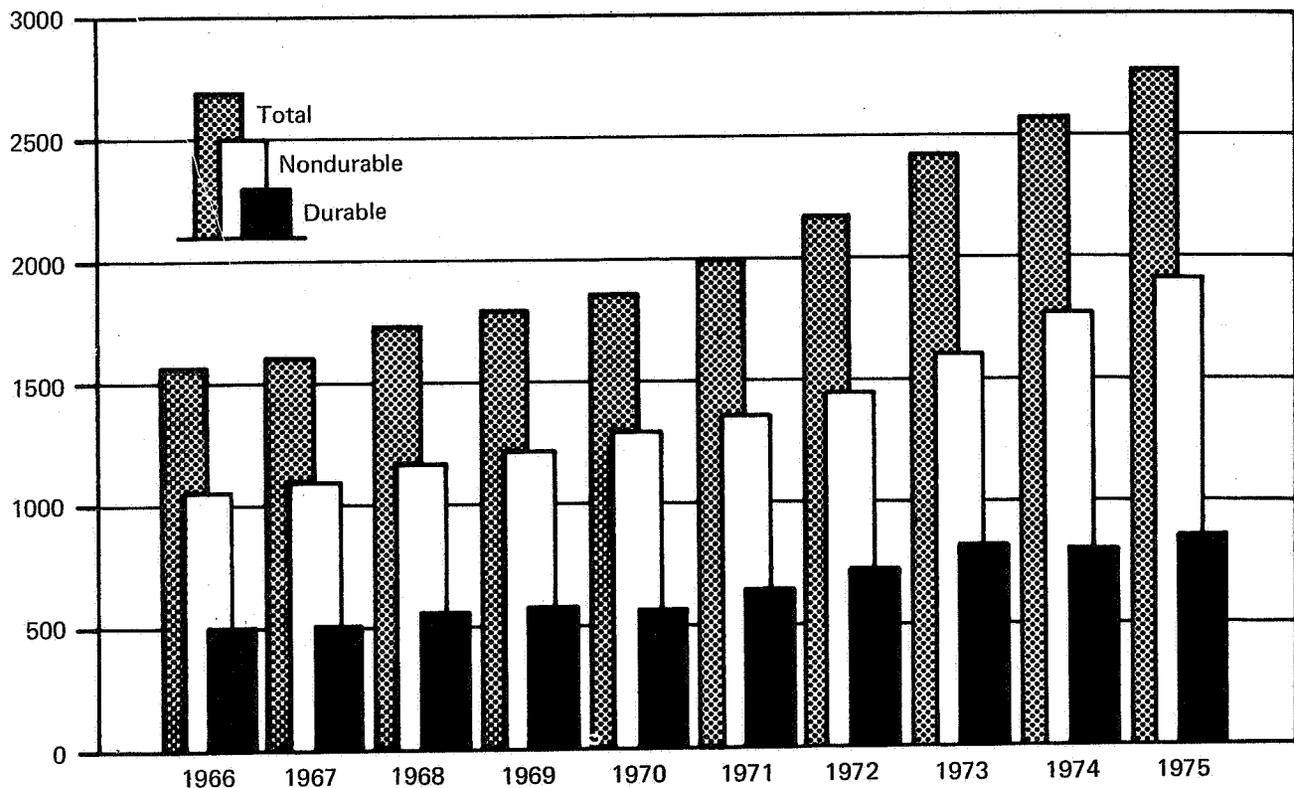
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Annual Sales and Purchases, Year-End Inventories, and Accounts Receivable by Kind of Retail Store

Per Capita Sales of All Retail Stores and of Durable and Nondurable Goods Stores:
1966 to 1975

Dollar sales per person



Source: U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Reports and Current Population Report, Series P-25, No. 632, July 1976.

Inquiries concerning this report should be addressed to Mr. Irving True, Business Division,
Bureau of the Census, Washington, D.C. 20233. Telephone (301) 763-7660



U.S. Department of Commerce
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Robert L. Hagan, Acting Director
Shirley Kallek, Associate Director
for Economic Fields

BUSINESS DIVISION
John Wikoff, Chief

* * *

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ANNUAL SALES

Year-to-Year Comparisons

All Retail Stores—Sales of all retail stores in the United States were estimated at \$584 billion in 1975, an increase of 9 percent over 1974 sales. Sales of nondurable goods stores increased 9 percent over the previous year, while durable goods stores showed an 8-percent increase over the previous year.

All major kinds of business showed percentage increases in comparison with 1974 levels. Eating and drinking places, in the nondurable goods category, had the largest increase (14 percent); gasoline service stations and food stores each showed a 10-percent increase. Drug and proprietary stores and apparel and accessory stores each showed an 8-percent increase. Following the general upward trend was the general merchandise group with nonstores and liquor stores each showing an increase of 7 percent. In the durable goods category, automotive dealers

showed a 10-percent increase; while building materials, hardware and farm equipment dealers were up 5 percent. Furniture, home furnishings, and equipment stores showed a 2-percent increase from last year.

Multiunit Organizations—Annual sales of organizations operating 11 or more retail stores showed an increase of 8 percent over 1974 for all kinds of business. A sales gain of 8 percent over 1974 was shown by nondurable goods stores, while sales of durable goods stores showed a gain of 4 percent. In the durable goods category, tire, battery, accessory dealers increased 4 percent compared with 1974. In the nondurable goods category, the largest increase (10 percent) was reported by drug and proprietary stores. Food stores, the general merchandise group with nonstores, apparel and accessory stores, and liquor stores reported increases of 9, 7, 6, and 5 percent, respectively.

Table 1. Estimated Sales of All Retail Stores in the United States, by Kind of Business: 1975 and 1974

(Millions of dollars)							
Kind of business	1975	1974	Percent change	Kind of business	1975	1974	Percent change
Retail stores, total.....	584,423	537,782	+9	Apparel and accessory stores, total.....	26,749	24,864	+8
Total (excluding automotive group)..	482,318	444,693	+8	Men's, boys' wear stores ³	6,085	5,668	+7
Durable goods stores, total.....	180,725	167,313	+8	Men's, boys' clothing, furnishings stores.....	5,983	5,565	+8
Nondurable goods stores, total.....	403,698	370,469	+9	Women's apparel, accessory stores ⁴	10,396	9,551	+9
Food stores, total.....	131,723	119,763	+10	Women's ready-to-wear stores.....	8,972	8,118	+11
Grocery stores.....	122,666	111,347	+10	Family clothing stores.....	4,726	4,448	+6
Meat and fish (seafood) markets.....	3,087	2,948	+5	Shoe stores.....	4,123	3,979	+4
Retail bakeries.....	1,455	1,445	+1	Furniture, home furnishings, and equipment stores, total.....	26,123	25,544	+2
Eating and drinking places.....	47,514	41,840	+14	Furniture, home furnishing stores.....	15,283	15,364	-1
Eating places.....	39,489	34,139	+16	Furniture stores.....	11,087	10,969	+1
Restaurants, lunchrooms, cafeterias....	31,446	27,094	+16	Household appliance, TV, radio stores....	8,420	8,006	+5
Drinking places.....	8,025	7,701	+4	Household appliance stores.....	5,083	5,236	-3
General merchandise group with nonstores ¹ ...	95,402	89,286	+7	Building materials, hardware, farm equipment dealers, total.....	34,204	32,547	+5
General merchandise group without nonstores (except department stores mail order) ¹	88,544	82,535	+7	Building materials and hardware, total ² ...	23,974	23,491	+2
Department stores and miscellaneous general merchandise stores.....	73,429	67,982	+8	Lumber and other bldg. materials dealers ⁵	18,202	18,328	-1
Department stores.....	60,719	55,871	+9	Hardware stores.....	5,772	5,163	+12
Variety stores.....	9,120	8,714	+5	Automotive dealers, total.....	102,105	93,089	+10
Mail-order houses (department stores merchandise) ²	5,995	5,839	+3	Passenger car, other automotive dealers...	93,046	84,773	+10
				Passenger car dealers ⁶	85,564	77,253	+11
				Passenger car dealers (franchised)....	79,884	72,053	+11
				Tire, battery, accessory dealers.....	9,059	8,316	+9
				Gasoline service stations.....	43,895	39,910	+10
				Drug and proprietary stores.....	18,098	16,785	+8
				Liquor stores.....	10,974	10,285	+7

Note: Measures of sampling variability are provided on page 18. U.S. and group totals include kinds of business not shown separately.

¹Nonstores are establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, and from mail order.

²Includes sales made by mail-order catalog desks located within department stores of mail-order firms.

³Includes men's, boys' clothing and furnishing stores, and custom tailors.

⁴Includes women's ready-to-wear, accessory stores, specialty shops, furriers, and other women's apparel stores.

⁵Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

⁶Includes both franchised and nonfranchised car dealers.

Table 2. Estimated Sales of Retail Stores of Organizations Operating 11 or More Retail Stores (Group II) in the United States, by Kind of Business: 1975 and 1974

(Millions of dollars)

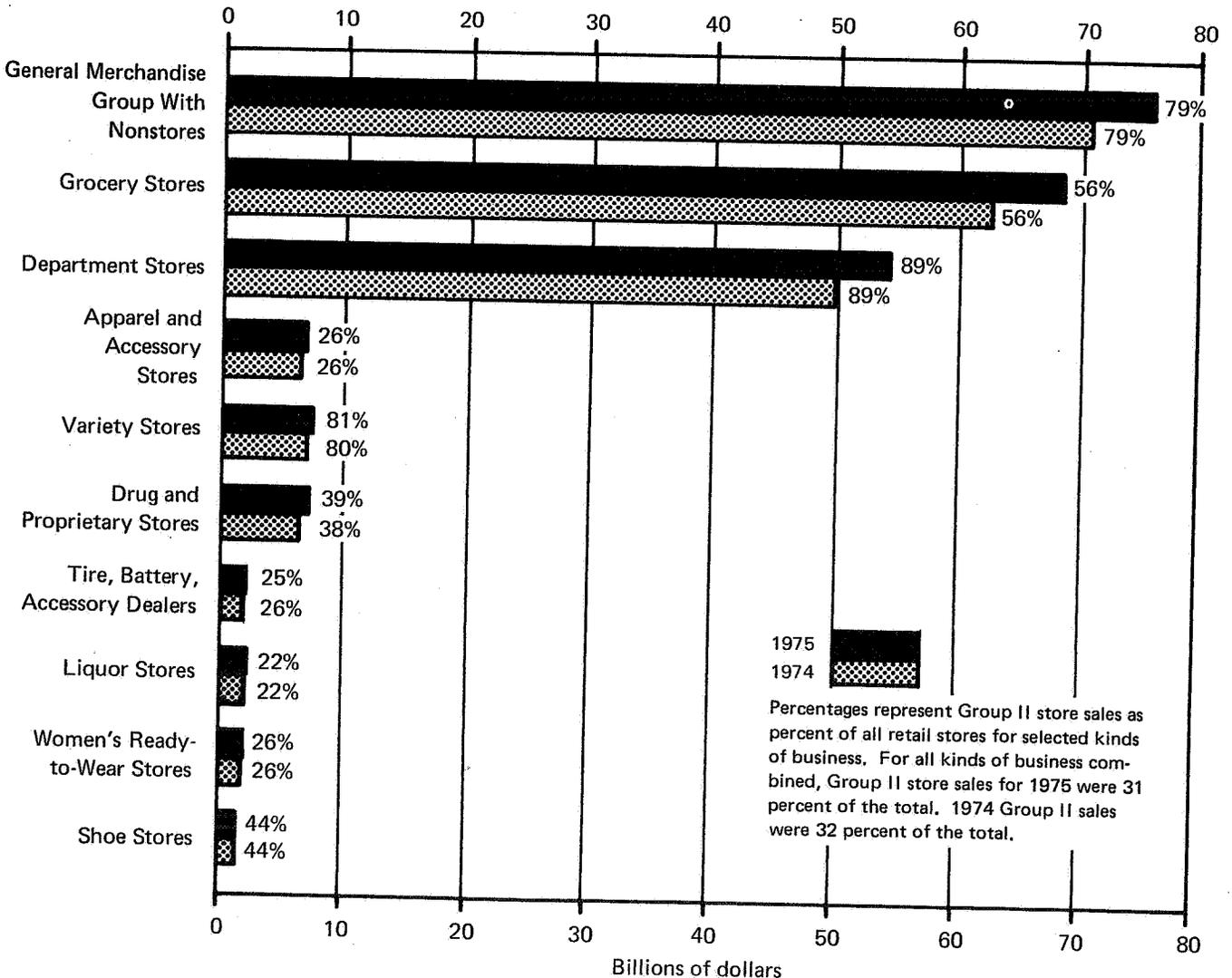
Kind of business	1975	1974	Percent change	Kind of business	1975	1974	Percent change
Retail stores, total.....	183,076	169,434	+8	Apparel and accessory stores, total.....	6,834	6,428	+6
Durable goods stores, total.....	10,275	9,907	+4	Women's apparel, accessory stores ²	2,598	2,390	+9
Nondurable goods stores, total.....	172,801	159,527	+8	Women's ready-to-wear stores.....	2,352	2,108	+12
Food stores, total.....	69,324	63,437	+9	Shoe stores.....	1,806	1,737	+4
Grocery stores.....	68,432	62,614	+9	Tire, battery, accessory dealers.....	2,251	2,168	+4
General merchandise group with nonstores ¹	75,629	70,597	+7	Drug and proprietary stores.....	7,103	6,451	+10
General merchandise group without nonstores (except department stores mail order).....	72,339	67,289	+8	Liquor stores.....	2,419	2,305	+5
Department stores and miscellaneous general merchandise stores.....	59,147	54,693	+8				
Department stores.....	54,159	49,802	+9				
Variety stores.....	7,355	6,988	+5				

Note: U.S. and group totals include kinds of businesses not shown separately. See page 17 for definition of Group II.

¹Nonstores are establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, and from mail order.

²Includes women's ready-to-wear, accessory stores, specialty shops, furriers, and other women's apparel stores.

Figure 1. Estimated Sales of Retail Stores of Organizations Operating 11 or More Retail Stores (Group II), by Selected Kinds of Business: 1975 and 1974



Sales by Selected Geographic Areas

For the four geographic regions, year-to-year increases were somewhat varied. The largest increase, 12 percent, was reported in the West; the smallest, 6 percent, in the Northeast. The North Central matched the year-to-year increase for the United States as a whole at 9 percent, while the South increased 8 percent. In the nondurable goods category, the West increased 12 percent from 1974; followed by the South, 10 percent; the North Central, 8 percent; and the Northeast, 7 percent. For durable goods, the North Central and the West each showed an 11-percent increase; the South, 6 percent; and the Northeast, 5 percent.

Within the four regions, year-to-year increases of the nine geographic divisions ranged from a high of 12 percent each for

the Mountain and Pacific to a low of 6 percent each for the New England and Middle Atlantic. (See table 7 for data on all divisions.)

For the nine standard metropolitan statistical areas for which total sales are shown, year-to-year increases ranged from a high of 13 percent for the San Francisco-Oakland, Calif., SMSA to a low of 1 percent for the New York, N.Y., SMSA (including Nassau-Suffolk SMSA). Other SMSA increases are as follows: Chicago, up 6 percent; Los Angeles, up 7 percent; Philadelphia, up 10 percent; and Detroit, up 5 percent.

Of the 15 large States for which separate estimates are provided (table 6), Texas, which was up 13 percent, had the largest year-to-year increase. California and Ohio had 12 and 11 percent, respectively. Florida showed a decline of 1 percent.

Table 3. Estimated Sales of All Retail Stores, by Geographic Region and Kind of Business: 1975 and 1974

(Millions of dollars)

Kind of business	The Northeast			The North Central			The South			The West		
	1975	1974	Percent change	1975	1974	Percent change	1975	1974	Percent change	1975	1974	Percent change
Retail stores, total.....	126,343	119,105	+6	170,557	156,825	+9	177,239	163,498	+8	110,284	98,354	+12
Durable goods stores, total.....	33,463	31,927	+5	54,241	48,979	+11	58,666	55,586	+6	34,355	30,821	+11
Nondurable goods stores, total....	92,880	87,178	+7	116,316	107,846	+8	118,573	107,912	+10	75,929	67,533	+12
Food stores, total.....	32,038	29,867	+7	34,292	31,361	+9	40,925	36,881	+11	24,468	21,654	+13
Grocery stores.....	28,102	26,156	+7	32,317	29,462	+10	39,222	35,376	+11	23,025	20,353	+13
Eating and drinking places.....	10,687	9,784	+9	14,742	13,295	+11	11,053	9,750	+13	9,973	9,011	+11
GAF, ¹ total.....	33,844	32,139	+5	41,809	39,497	+6	45,204	43,018	+5	27,417	25,040	+9
General merchandise group with nonstores ²	20,895	19,744	+6	27,693	26,296	+5	28,962	27,177	+7	17,852	16,069	+11
Department stores.....	13,996	13,064	+7	17,513	16,265	+8	17,075	15,638	+9	12,135	10,904	+11
Apparel and accessory stores, total...	7,445	6,846	+9	7,033	6,492	+8	7,793	7,379	+6	4,478	4,147	+8
Furniture, home furnishings, and equipment stores, total.....	5,504	5,549	-1	7,083	6,709	+6	8,449	8,462	0	5,087	4,824	+5
Building materials, hardware, farm equipment group.....	4,593	4,698	-2	12,852	11,768	+9	10,636	10,603	0	(S)	(S)	(S)
Automotive dealers, total.....	(S)	(S)	(S)	29,756	26,617	+12	34,274	31,813	+8	(S)	(S)	(S)
Gasoline service stations.....	8,460	8,205	+3	12,940	11,859	+9	13,836	12,398	+12	8,659	7,448	+16
Drug and proprietary stores.....	3,562	3,329	+7	4,830	4,531	+7	6,029	5,340	+13	3,677	3,585	+3

Note: Estimates are based on a sample. See sampling variabilities on page 18. Totals include data for kinds of business not shown separately. States in geographic regions are shown on page 28.

S Not shown because of high sampling variability.

¹Stores in the general merchandise (including all nonstores), apparel...accessory, and furniture, home furnishings...equipment groups; these stores specialize in department store types of merchandise.

²Nonstores are establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, and from mail order.

Table 4. Estimated Sales of All Retail Stores by Selected Kinds of Business for Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas: 1975 and 1974

(Millions of dollars)

Statistical area	1975	1974	Percent change	Statistical area	1975	1974	Percent change
STANDARD CONSOLIDATED AREAS¹				STANDARD METROPOLITAN STATISTICAL AREAS¹--Con.			
Chicago, Ill.--Northwestern Indiana, total.....	23,170	21,864	+6	Minneapolis-St. Paul, Minn., GAF ²	1,763	1,685	+5
Nondurable goods stores.....	16,634	15,857	+5	New York, N.Y.--Nassau-Suffolk, N.Y., total....	26,078	25,702	+1
GAF ²	7,524	7,474	+1	Nondurable goods stores.....	19,766	19,619	+1
New York, N.Y.--Northeastern New Jersey, total.	38,086	36,925	+3	GAF ²	8,159	7,960	+2
Nondurable goods stores.....	28,669	28,001	+2	Nassau-Suffolk, N.Y., total.....	7,145	6,781	+5
GAF ²	11,731	11,168	+5	Nondurable goods stores.....	5,091	4,848	+5
STANDARD METROPOLITAN STATISTICAL AREAS¹				GAF ²	1,944	1,880	+3
Baltimore, Md., GAF ²	1,469	1,423	+3	New York, N.Y., total.....	18,933	18,921	0
Boston, Mass., GAF ²	2,507	2,389	+5	Nondurable goods stores.....	14,675	14,771	-1
Chicago, Ill., total.....	21,239	20,098	+6	GAF ²	6,215	6,080	+2
Nondurable goods stores.....	15,363	14,609	+5	Philadelphia, Pa., total.....	12,411	11,239	+10
GAF ²	7,104	7,082	0	Nondurable goods stores.....	9,168	8,235	+11
Cleveland, Ohio, GAF ²	1,508	1,449	+4	GAF ²	3,652	3,253	+12
Dallas, Tex., GAF ²	1,734	1,645	+5	Pittsburgh, Pa., total.....	6,644	6,100	+9
Detroit, Mich., total.....	10,981	10,461	+5	Nondurable goods stores.....	5,021	4,622	+9
Nondurable goods stores.....	7,607	7,324	+4	GAF ²	1,938	1,788	+8
GAF ²	3,234	3,167	+2	St. Louis, Mo.-Ill., total.....	6,111	5,731	+7
Houston, Tex., GAF ²	1,929	1,716	+12	Nondurable goods stores.....	4,144	3,850	+8
Kansas City, Mo.-Kans., GAF ²	1,681	1,576	+7	GAF ²	1,653	1,573	+5
Los Angeles-Long Beach, Calif., total.....	19,895	18,663	+7	San Francisco-Oakland, Calif., total.....	8,941	7,941	+13
Nondurable goods stores.....	14,660	13,693	+7	Nondurable goods stores.....	6,611	5,798	+14
GAF ²	6,044	5,609	+8	GAF ²	2,507	2,223	+13
				Washington, D.C.-Md.-Va., total.....	8,828	8,066	+9
				Nondurable goods stores.....	6,228	5,684	+10
				GAF ²	2,244	2,117	+6

Note: Sampling variabilities are shown on page 19. Statistics for the Boston SMSA include retail stores in all of Essex, Middlesex, Norfolk, and Suffolk counties.

¹Definitions of standard consolidated areas and standard metropolitan statistical areas are listed on page 27.

²Stores in the general merchandise, apparel, and furniture and appliance groups; these stores specialize in department store types of merchandise.

Per Capita Sales

Per capita sales in the United States in 1975 totaled \$2,764 as compared with \$2,565 in 1974, an increase of 8 percent. Sales of nondurable goods stores were \$1,909 per capita in 1975, reflecting an 8-percent increase in sales per person over the \$1,767 in 1974. The largest percent increase in the nondurable goods category was 12 percent in eating and drinking places where per capita sales increased from \$200 in 1974 to \$225 in 1975. This was followed by a 9-percent rise in both food stores and gasoline service stations; an 8-percent increase in drug and proprietary stores; a 7-percent increase in apparel and accessory stores; and a 6-percent increase over last year in the general merchandise group with nonstores.

Per capita sales of durable goods stores in 1975 increased 7 percent above the 1974 level, from \$798 to \$855. The largest percent increase was 9 percent in automotive dealers where per capita sales increased from \$444 in 1974 to \$483 in 1975. Building materials, hardware, farm equipment dealers gained 5 percent and furniture, home furnishings, and equipment stores advanced 2 percent from \$122 in 1974 to \$124 in 1975.

The North Central was the highest among the four regions in per capita retail sales in 1975 with \$2,966, as compared with \$2,733 in 1974, an increase of 9 percent. This was followed by the West with \$2,954 per capita in 1975, reflecting a 10-percent increase over the \$2,680 in 1974. The South showed a 7-percent increase with \$2,635 in 1975 and \$2,466 in 1974, and the Northeast, with \$2,560 for 1975 and \$2,415 for 1974 showed a 6-percent increase.

Table 5. Per Capita Sales of All Retail Stores in the United States, by Geographic Region and Kind of Business: 1975 and 1974

(Amounts in dollars)

Kind of business	United States ¹			Northeast ¹			North Central ¹			South ¹			West ¹		
	1975	1974	Percent change	1975	1974	Percent change	1975	1974	Percent change	1975	1974	Percent change	1975	1974	Percent change
Retail stores, total.....	2,764	2,565	+8	2,560	2,415	+6	2,966	2,733	+9	2,635	2,466	+7	2,954	2,680	+10
Total (excluding auto- motive group).....	2,281	2,121	+8	(S)	(S)	(S)	2,449	2,269	+8	2,125	1,986	+7	(S)	(S)	(S)
Durable goods stores.....	855	798	+7	678	647	+5	943	854	+10	872	838	+4	920	840	+10
Nondurable goods stores..	1,909	1,767	+8	1,882	1,768	+6	2,023	1,879	+8	1,763	1,628	+8	2,034	1,840	+11
Food stores.....	623	571	+9	649	606	+7	596	547	+9	608	556	+9	655	590	+11
Grocery stores.....	580	531	+9	569	530	+7	562	513	+10	583	534	+9	617	555	+11
Eating and drinking places.....	225	200	+12	217	198	+10	256	232	+10	164	147	+12	267	246	+9
GAR ²	702	667	+5	686	652	+5	727	688	+6	673	649	+4	734	682	+8
General merchandise group ³ ...	451	426	+6	423	400	+6	482	458	+5	431	410	+5	478	438	+9
Department stores.....	287	266	+8	284	265	+7	305	283	+8	254	236	+8	325	297	+9
Apparel and accessory stores...	127	119	+7	151	139	+9	122	113	+8	116	111	+5	120	113	+6
Furniture, home furnishings, and equipment stores.....	124	122	+2	112	113	-1	123	117	+5	126	128	-2	136	131	+4
Building materials, hardware, farm equipment dealers.....	162	155	+5	93	95	-2	223	205	+9	158	160	-1	(S)	(S)	(S)
Automotive dealers.....	483	444	+9	(S)	(S)	(S)	517	464	+11	510	480	+6	(S)	(S)	(S)
Gasoline service stations.....	208	190	+9	171	166	+3	225	207	+9	206	187	+10	232	203	+14
Drug and proprietary stores....	86	80	+8	72	68	+6	84	79	+6	90	81	+11	98	98	0

S Not shown because of high sampling variability.

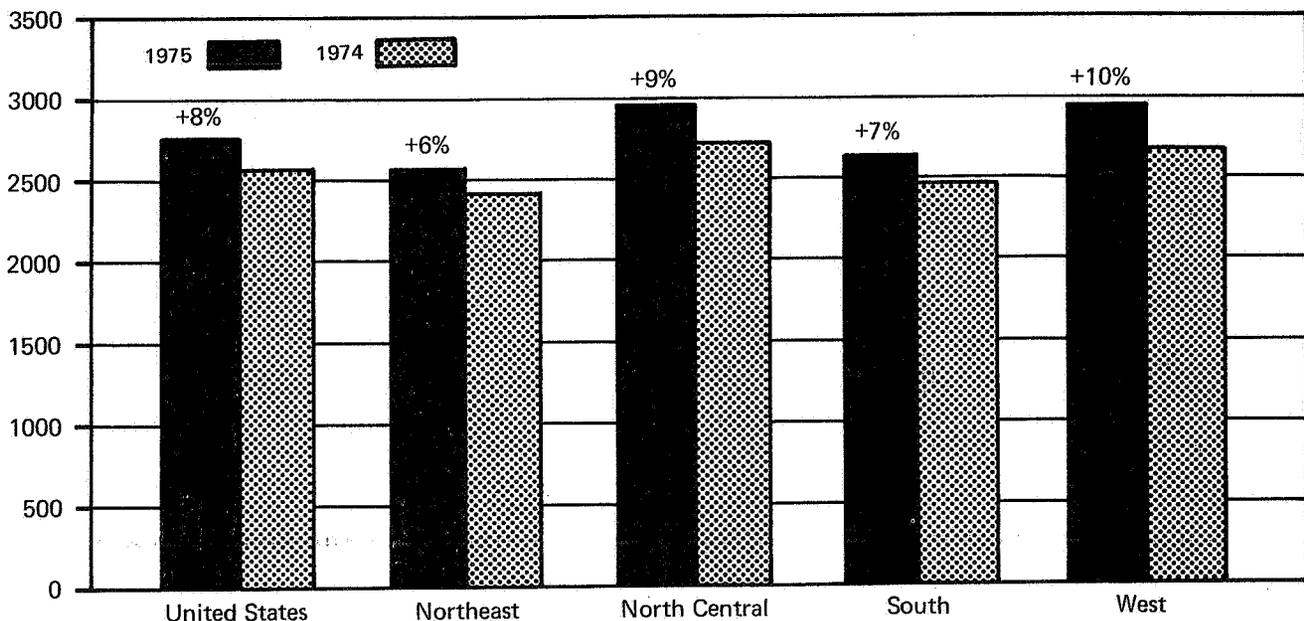
¹Data based on civilian population estimates as of July 1.

²Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department store types of merchandise.

³Includes nonstores.

Figure 2. Per Capita Sales of All Retail Stores in the United States, by Geographic Region: 1975 and 1974

Dollar sales per person



Source: U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Reports and Current Population Report, Series P-25, No. 615, November 1975.

Table 6. Estimated Annual and Per Capita Sales of All Retail Stores for Specified Large States: 1975 and 1974

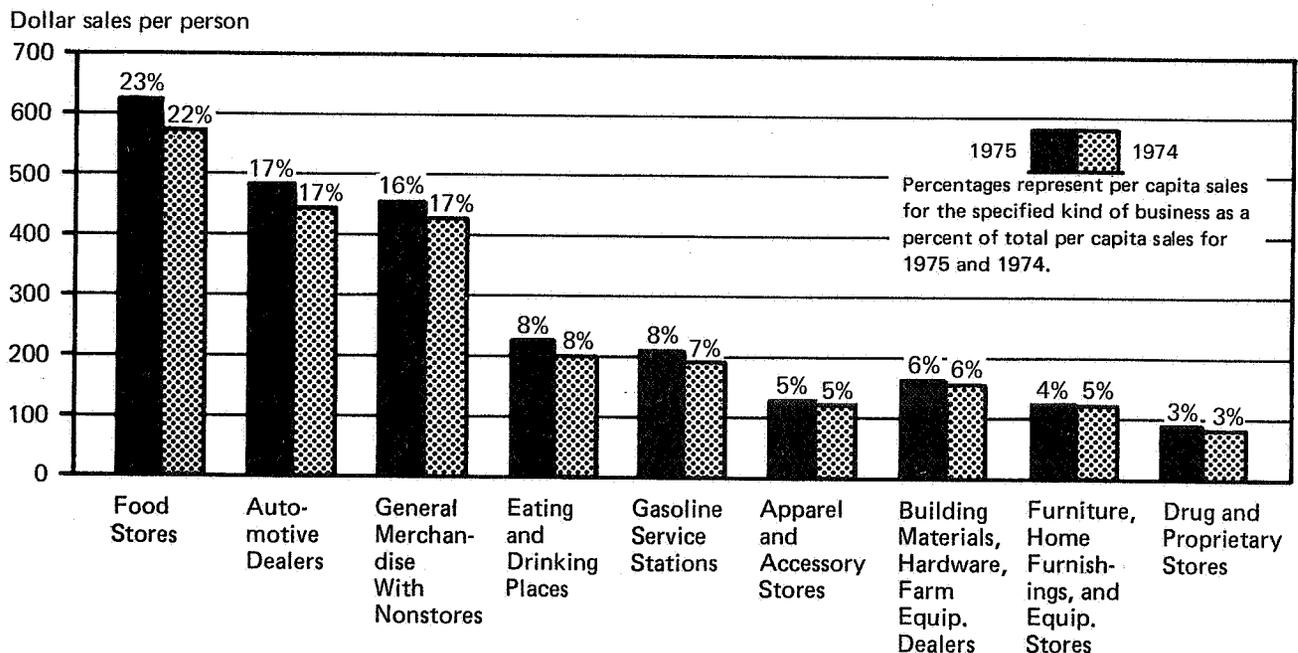
State	Annual sales (millions of dollars)			Per capita sales ¹ (dollars)		
	1975	1974	Percent change	1975	1974 ²	Percent change
California, total.....	61,611	55,006	+12	2,948	2,673	+10
Nondurable goods stores.....	43,776	38,976	+12	2,095	1,894	+11
GAF ²	16,304	14,766	+10	780	718	+9
Florida, total.....	23,798	24,018	-1	2,879	3,001	-4
Nondurable goods stores.....	16,650	16,433	+1	2,015	2,053	-2
Illinois, total.....	33,643	31,086	+8	3,029	2,795	+8
Nondurable goods stores.....	22,948	21,449	+7	2,066	1,929	+7
GAF ²	9,493	9,182	+3	855	826	+4
Indiana, total.....	16,101	14,775	+9	3,037	2,787	+9
Massachusetts, total.....	15,129	14,202	+7	2,602	2,455	+6
Nondurable goods stores.....	11,227	10,421	+8	1,931	1,802	+7
Michigan, total.....	23,964	22,775	+5	2,502	2,502	+5
Nondurable goods stores.....	16,357	15,604	+5	1,789	1,714	+4
Minnesota, total.....	10,967	10,053	+9	2,796	2,576	+9
Missouri, total.....	14,177	12,881	+10	2,992	2,715	+10
New Jersey, total.....	19,636	18,056	+9	2,694	2,476	+9
Nondurable goods stores.....	14,293	13,230	+8	1,961	1,815	+8
New York, total.....	43,695	42,393	+3	2,415	2,346	+3
Nondurable goods stores.....	32,411	31,497	+3	1,791	1,743	+3
GAF ²	12,386	11,904	+4	685	659	+4
North Carolina, total.....	12,935	11,740	+10	2,418	2,225	+9
Ohio, total.....	30,548	27,482	+11	2,843	2,561	+11
Nondurable goods stores.....	22,600	20,088	+13	2,103	1,872	+12
Pennsylvania, total.....	30,869	28,207	+9	2,612	2,385	+10
Nondurable goods stores.....	22,513	20,338	+11	1,905	1,719	+11
GAF ²	8,176	7,621	+7	692	644	+7
Texas, total.....	35,521	31,415	+13	2,940	2,649	+11
Nondurable goods stores.....	23,051	20,288	+14	1,908	1,711	+12
Wisconsin, total.....	13,133	12,307	+7	2,852	2,697	+6

Note: Estimates are based on a sample. See sampling variabilities on page 20.

² Revised.

¹ Data based on civilian population estimates as of July 1. ² Stores in general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department store types of merchandise.

Figure 3. Per Capita Sales of Selected Kinds of Business of All Retail Stores in the United States: 1975 and 1974



Source: U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Reports and Current Population Report, Series P-25, No. 615, November 1975.

Table 7. Estimated Annual and Per Capita Sales of All Retail Stores, by Geographic Division and Kind of Business: 1975 and 1974

Geographic division and kind of business	Annual sales (millions of dollars)			Per capita sales (dollars)		
	1975	1974	Percent change	1975 ¹	1974 ¹	Percent change
New England Division, total.....	32,143	30,449	+6	2,646	2,517	+5
Durable goods stores.....	8,480	8,336	+2	698	689	+1
Nondurable goods stores.....	23,663	22,113	+7	1,948	1,828	+7
Food stores.....	8,215	7,310	+12	676	604	+12
GAF, ² total.....	7,896	7,723	+2	650	638	+2
Gasoline service stations.....	2,342	2,386	-2	193	197	-2
Middle Atlantic Division, total.....	94,200	88,656	+6	2,532	2,383	+6
Durable goods stores.....	24,983	23,591	+6	672	634	+6
Nondurable goods stores.....	69,217	65,065	+6	1,861	1,749	+6
Eating and drinking places.....	8,373	7,562	+11	225	203	+11
GAF, ² total.....	25,948	24,416	+6	698	656	+6
General merchandise group with nonstores.....	16,187	15,292	+6	435	411	+6
Apparel and accessory stores.....	5,500	5,033	+9	148	135	+10
Gasoline service stations.....	6,118	5,819	+5	164	156	+5
Drug and proprietary stores.....	2,592	2,460	+5	70	66	+6
East North Central Division, total.....	117,389	108,425	+8	2,870	2,656	+8
Durable goods stores.....	35,204	32,226	+9	861	789	+9
Nondurable goods stores.....	82,185	76,199	+8	2,009	1,867	+8
Food stores.....	24,982	22,760	+10	611	558	+10
Eating and drinking places.....	11,209	10,219	+10	274	250	+10
GAF, ² total.....	29,972	28,621	+5	733	701	+5
General merchandise group with nonstores.....	20,178	19,230	+5	493	471	+5
Apparel and accessory stores.....	5,172	4,781	+8	126	117	+8
Gasoline service stations.....	9,339	8,547	+9	228	209	+9
Drug and proprietary stores.....	3,388	3,207	+6	83	79	+5
West North Central Division, total.....	53,168	48,400	+10	3,202	2,921	+10
Durable goods stores.....	19,037	16,753	+14	1,147	1,011	+13
Nondurable goods stores.....	34,131	31,647	+8	2,056	1,910	+8
Food stores.....	9,310	8,601	+8	561	519	+8
GAF, ² total.....	11,837	10,876	+9	713	657	+9
General merchandise group with nonstores.....	7,515	7,066	+6	453	427	+6
Gasoline service stations.....	3,601	3,312	+9	217	200	+8
South Atlantic Division, total.....	87,988	82,292	+7	2,651	2,518	+5
Durable goods stores.....	26,752	26,295	+2	806	805	0
Nondurable goods stores.....	61,236	55,997	+9	1,845	1,713	+8
Eating and drinking places.....	5,754	4,899	+17	173	150	+15
GAF, ² total.....	23,359	22,557	+4	704	690	+2
General merchandise group with nonstores.....	15,424	14,492	+6	465	443	+5
Apparel and accessory stores.....	3,570	3,445	+4	108	105	+3
Gasoline service stations.....	7,090	6,541	+8	214	200	+7
Drug and proprietary stores.....	2,991	2,657	+13	90	81	+11
East South Central Division, total.....	32,384	30,132	+7	2,410	2,265	+6
Nondurable goods stores.....	20,658	19,058	+8	1,537	1,432	+7
Food stores.....	7,785	6,961	+12	579	523	+11
GAF, ² total.....	7,615	7,347	+4	567	552	+3
General merchandise group with nonstores.....	4,847	4,592	+6	361	345	+5
West South Central Division, total.....	56,867	51,074	+11	2,757	2,516	+10
Durable goods stores.....	20,188	18,217	+11	979	897	+9
Nondurable goods stores.....	36,679	32,857	+12	1,778	1,618	+10
Food stores.....	11,999	10,652	+13	582	525	+11
GAF, ² total.....	14,230	13,114	+9	690	646	+7
General merchandise group with nonstores.....	8,691	8,093	+7	421	399	+6
Mountain Division, total.....	27,536	24,661	+12	2,890	2,645	+9
Nondurable goods stores.....	17,594	15,732	+12	1,847	1,687	+9
Food stores.....	5,439	4,606	+18	571	494	+16
GAF, ² total.....	6,051	5,688	+6	635	610	+4
General merchandise group with nonstores.....	3,940	3,636	+8	414	390	+6
Pacific Division, total.....	82,748	73,693	+12	2,976	2,691	+11
Durable goods stores.....	24,413	21,892	+12	878	799	+10
Nondurable goods stores.....	58,335	51,801	+13	2,098	1,891	+11
Food stores.....	19,029	17,048	+12	684	622	+10
Eating and drinking places.....	8,693	7,035	+24	313	257	+22
GAF, ² total.....	21,366	19,352	+10	768	707	+9
General merchandise group with nonstores.....	13,912	12,433	+12	500	454	+10
Gasoline service stations.....	5,954	5,048	+18	214	184	+16

Note: Estimates are based on a sample. See sampling variabilities on page 19. Totals include data for kinds of business not shown separately. States in geographic divisions are shown on page 28.

¹Revised.

²Data based on civilian population estimates as of July 1.

³Stores in the general merchandise (including all nonstores), apparel, and furniture and appliance group; these stores specialize in department store types of merchandise.

Table 8. Estimated Sales of All Retail Stores in the United States, by Legal Form of Ownership and Kind of Business: 1975

(Millions of dollars)

Kind of business	Total	Individual proprietorships	Partnerships	Corporations
Retail stores, total.....	584,423	96,499	26,556	452,838
Total (excluding automotive group).....	482,318	88,936	22,428	362,655
Durable goods stores.....	180,725	22,698	9,210	147,837
Nondurable goods stores.....	403,698	73,801	17,346	305,001
Food stores.....	131,723	21,514	5,073	104,373
Grocery stores.....	122,666	17,909	4,539	99,482
Eating and drinking places.....	47,514	12,695	3,543	29,982
General merchandise group with nonstores.....	95,402	2,672	1,030	91,517
Department stores.....	60,719	(Z)	(Z)	60,597
Apparel and accessory stores, total.....	26,749	2,980	1,575	22,150
Furniture, home furnishings, and equipment stores, total.....	26,123	5,444	1,295	18,945
Building materials, hardware, farm equipment dealers, total.....	34,204	4,642	2,506	27,020
Automotive dealers, total.....	102,105	7,563	4,128	90,183
Gasoline service stations.....	43,895	24,889	3,380	14,880
Drug and proprietary stores.....	18,098	2,534	543	14,750

Note: Totals include data for kinds of business and forms of ownership not shown separately.

Z The dollar amount is less than 1 percent of all forms of ownership combined.

MERCHANDISE PURCHASES

The total cost value of merchandise purchased by all retail stores in the United States during 1975 was estimated at \$434.8 billion, or 9 percent higher than the revised \$399.2 billion estimated for 1974. Of the 1975 total, \$139.5 billion represented the cost of durable goods purchases—9 percent above 1974—and \$295.3 billion the cost of nondurable goods purchases—an increase of 9 percent above 1974.

In the durable goods category, automotive dealers showed an increase of 11 percent from the previous year, while purchases by furniture, home furnishings, and equipment stores and building materials, hardware, farm equipment dealers rose 5 and 3 percent, respectively. In the nondurable goods category, food stores reported a 13-percent increase in the cost value of

purchases year-to-year. Other increases were reported by gasoline service stations, 10 percent; the general merchandise group with nonstores and eating and drinking places, each 8 percent; drug and proprietary stores, 8 percent; and liquor stores, 1 percent.

Organizations operating 11 or more retail stores (Group II) reported a 7-percent increase in the total cost of merchandise purchased in 1975, compared to 1974. Food stores, which accounted for 42 percent of total purchases by these organizations, showed an increase of 8 percent from the previous year. The general merchandise group with nonstores, representing 39 percent of total Group II purchases, also increased 8 percent year-to-year.

Figure 4. Total Cost of Merchandise Purchased by All Retail Stores in the United States, by Kind-of-Business Groups: 1975 and 1974

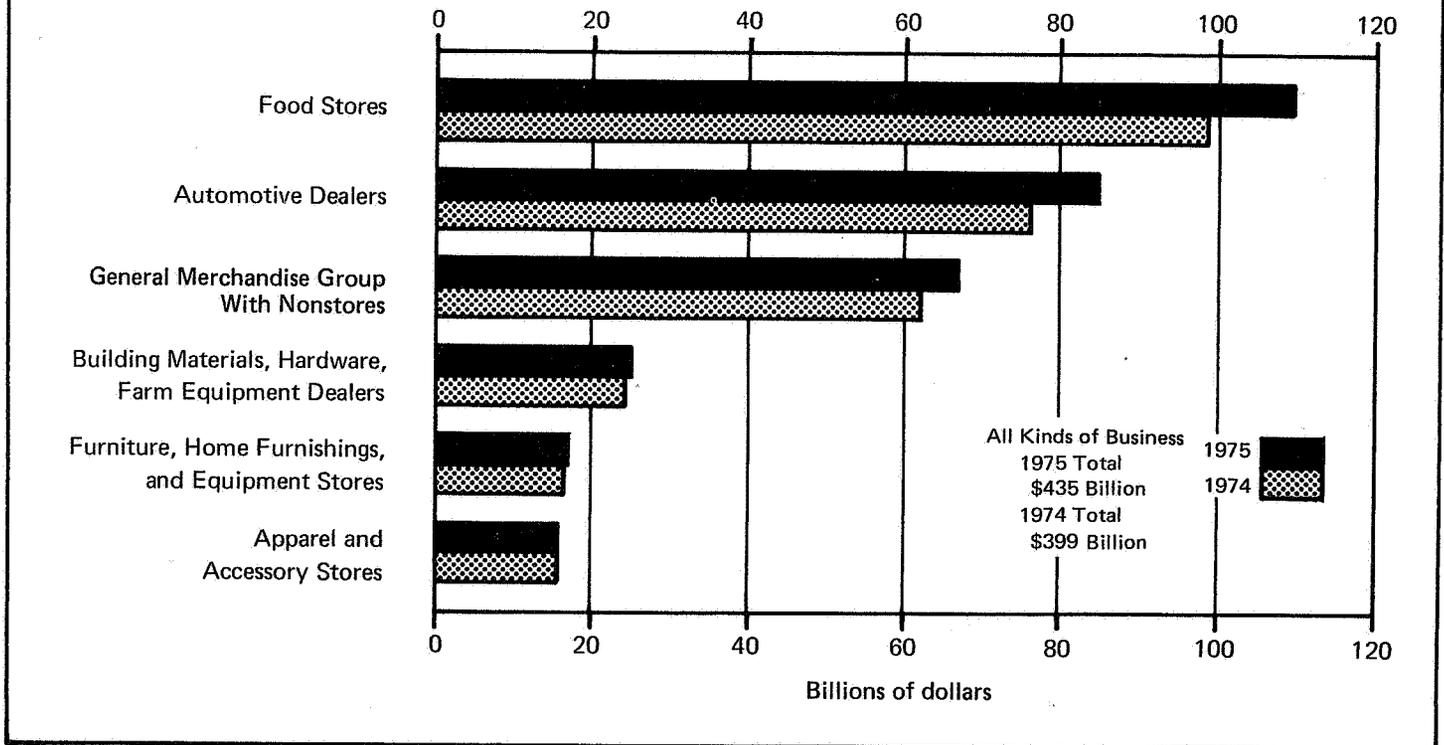


Table 9. Estimated Cost of Merchandise Purchased by All Retail Stores in the United States, by Kind of Business: 1975 and 1974

(Millions of dollars)

Kind of business	1975	1974 ^r	Percent change	Kind of business	1975	1974 ^r	Percent change
Retail stores, total.....	434,830	399,214	+9	Furniture, home furnishings, and equipment stores, total.....	17,220	16,391	+5
Durable goods stores.....	139,481	128,030	+9	Furniture, home furnishings stores.....	9,282	9,297	0
Nondurable goods stores.....	295,349	271,184	+9	Furniture stores.....	6,563	6,802	-4
Food stores, total.....	111,043	98,636	+13	Household appliance, TV, radio stores.....	5,864	5,549	+6
Grocery stores.....	104,847	93,033	+13	Household appliance stores.....	3,625	3,646	-1
Eating and drinking places.....	21,262	19,688	+8	Building materials, hardware, farm equipment dealers, total.....	25,168	24,329	+3
General merchandise group with nonstores.....	66,996	62,089	+8	Building materials and hardware, total ¹	16,738	16,849	-1
General merchandise group without nonstores (except department stores mail order).....	62,911	58,307	+8	Lumber and other building materials dealers ¹	12,848	13,067	-2
Department stores and miscellaneous general merchandise stores.....	51,435	47,442	+8	Hardware stores.....	3,880	3,782	+3
Department stores.....	42,308	38,662	+9	Automotive dealers, total.....	85,121	76,409	+11
Variety stores.....	6,961	6,468	+8	Passenger car dealers ²	72,887	64,896	+12
Mail-order houses (department stores merchandise).....	4,515	4,397	+3	Passenger car dealers (franchised).....	68,011	60,528	+12
Apparel and accessory stores, total.....	15,799	15,717	+1	Tire, battery, accessory dealers.....	6,075	5,528	+10
Men's, boys' clothing, furnishings stores...	3,404	3,482	-2	Gasoline service stations.....	36,319	32,898	+10
Women's ready-to-wear stores.....	5,378	5,382	0	Drug and proprietary stores.....	13,065	12,062	+8
Shoe stores.....	2,465	2,426	+2	Liquor stores.....	7,688	7,606	+1

Note: Measures of sampling variability are shown on page 18. Group totals include kinds of business not shown separately.

^rRevised.

¹Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

²Includes both franchised and nonfranchised car dealers.

Table 10. Estimated Cost of Merchandise Purchased by Retail Stores of Organizations Operating 11 or More Retail Stores (Group II) in the United States, by Kind of Business: 1975 and 1974

(Millions of dollars)

Kind of business	1975	1974	Percent change	Kind of business	1975	1974	Percent change
Retail stores, total.....	135,573	126,236	+7	Apparel and accessory stores, total.....	4,141	3,998	+4
Durable goods stores.....	6,942	6,806	+2	Men's, boys' clothing, furnishings stores....	469	451	+4
Nondurable goods stores.....	128,631	119,430	+8	Women's ready-to-wear stores.....	1,445	1,350	+7
Food stores, total.....	56,947	52,599	+8	Shoe stores.....	1,082	1,004	+8
Grocery stores.....	56,456	52,149	+8	Tire, battery, accessory dealers.....	1,503	1,484	+1
General merchandise group with nonstores.....	53,251	49,297	+8	Drug and proprietary stores.....	5,471	5,013	+9
General merchandise group without nonstores (except department stores mail order).....	51,342	47,618	+8	Liquor stores.....	1,616	1,570	+3
Department stores and miscellaneous general merchandise stores.....	41,065	38,015	+8				
Department stores.....	37,598	34,394	+9				
Variety stores.....	5,851	5,277	+11				

Note: Group totals include kinds of business not shown separately. See page 17 for definition of Group II.

Table 11. Estimated Cost of Merchandise Purchased by All Retail Stores in the United States, by Legal Form of Ownership and Kind of Business: 1975

(Millions of dollars)

Kind of business	Total	Individual proprietorships	Partnerships	Corporations
Retail stores, total.....	434,830	72,752	19,395	337,006
Durable goods stores.....	139,481	16,851	7,003	114,905
Nondurable goods stores.....	295,349	55,901	12,392	222,101
Food stores.....	111,043	18,192	4,126	88,182
Grocery stores.....	104,847	15,630	3,776	84,969
Eating and drinking places.....	21,262	6,421	1,680	12,715
General merchandise group with nonstores.....	66,996	2,086	724	64,076
Department stores.....	42,308	(Z)	(Z)	42,224
Apparel and accessory stores, total.....	15,799	1,895	995	12,891
Furniture, home furnishings, and equipment stores, total.....	17,220	3,867	845	12,230
Building materials, hardware, farm equipment dealers, total.....	25,168	3,393	1,848	19,901
Automotive dealers, total.....	85,121	6,155	3,460	75,244
Gasoline service stations.....	36,319	20,593	2,869	12,348
Drug and proprietary stores.....	13,065	1,764	379	10,739

Note: Totals include data for kinds of business and forms of ownership not shown separately.

Z The dollar amount is less than 1 percent of all forms of ownership combined.

MERCHANDISE INVENTORIES

Merchandise on hand

The cost of merchandise inventories in stores and warehouses of retail stores in the United States on December 31, 1975, was estimated at \$73.0 billion, or 2 percent higher than the revised estimate of that held a year ago. Of this total, \$39.1 billion represented the value of stocks of nondurable goods stores, an increase of 2 percent over 1974, and \$34.0 billion represented the value of durable goods stores, up 1 percent from a year ago.

In the durable goods category, building materials, hardware, farm equipment dealers showed a 13-percent increase in the value of inventory holdings from the previous year, while furniture, home furnishings, and equipment stores increased 3 percent. Automotive dealers decreased the value of holdings by 2 percent year-to-year. In the nondurable goods category, increases from a year ago were reported by food stores, up 1 percent; the general merchandise group with nonstores, up 2 percent; gasoline service stations, up 7 percent; and liquor stores, up 4 percent. Decreases were reported by eating and drinking places, down 4 percent, and apparel and accessory stores, down 1 percent. Drug and proprietary stores were little changed year-to-year.

For organizations operating 11 or more retail stores (Group II), the cost of merchandise held for sale on December 31, 1975, totaled \$22.9 billion, or 1 percent less than the value of

that held on December 31, 1974. Contributing to the decrease were food stores, which accounted for 21 percent of total Group II inventories, down 4 percent, and apparel and accessory stores, down 1 percent. The general merchandise group with nonstores, accounting for 52 percent of total Group II inventory, increased the value of inventory holdings 2 percent from a year ago.

Sales-Inventory Ratio

Annual sales of all retail stores in 1975 were 8.4 times the cost of year-end inventories held in retail stores and warehouses of retail stores. This compared to 7.9 for 1974. The ratio of sales to year-end inventories for nondurable goods stores was 10.7 in 1975, compared to 10.0 in 1974. The ratio for durable goods stores was 5.6 in 1975 and 5.4 in 1974.

Passenger car dealers showed a sales-inventory ratio of 6.9 in 1975, compared with 6.1 for the preceding year. The ratio reported by grocery stores for 1975 was 16.8, up from 15.1 for 1974, and department stores increased to 6.6 for 1975 from 6.4 for 1974. Furniture, home furnishings, and equipment stores increased to 5.3 for 1975 from 4.9 for 1974, while building materials, hardware, farm equipment dealers decreased to 4.8 in 1975 from 5.3 for 1974.

Figure 5. Total Merchandise Inventories of All Retail Stores and Warehouses by Major Kind-of-Business Groups: End of Year 1975 and 1974

(Merchandise inventories, at cost)

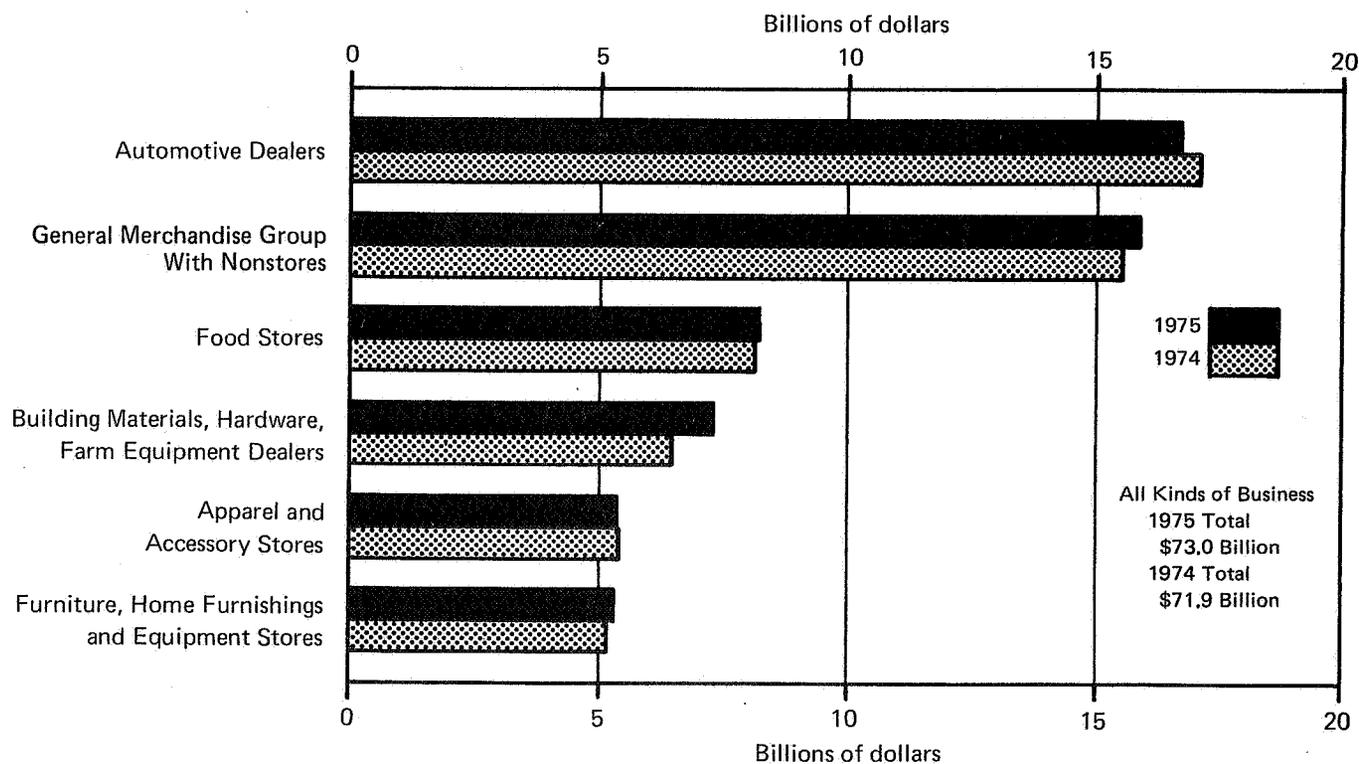


Table 12. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses in the United States, by Kind of Business: End of Year 1975 and 1974

Kind of business	Merchandise inventories at cost (million of dollars)						Sales inventory ratio ¹			
	Warehouses and stores			Stores			Warehouses and stores		Stores	
	1975	1974 ^r	Percent change	1975	1974 ^r	Percent change	1975	1974	1975	1974 ^r
All kinds of business.....	73,041	71,908	+2	66,686	65,436	+2	8.4	7.9	9.3	8.8
Durable goods stores.....	33,970	33,472	+1	32,750	32,332	+1	5.6	5.4	5.9	5.6
Nondurable goods stores.....	39,071	38,436	+2	33,936	33,104	+3	10.7	10.0	12.6	11.9
Food stores, total.....	8,189	8,116	+1	6,396	6,274	+2	16.8	15.1	22.2	20.3
Grocery stores.....	7,851	7,806	+1	6,108	5,995	+2	16.5	14.7	21.8	19.9
Eating and drinking places.....	1,074	1,121	-4	996	1,081	-8	42.5	40.5	46.6	43.7
General merchandise group with nonstores.....	15,864	15,528	+2	13,580	13,028	+4	6.4	6.2	7.6	7.4
General merchandise group without nonstores (except department stores mail order).....	15,451	15,103	+2	13,345	12,757	+5	6.1	5.8	7.1	7.0
Department stores and miscellaneous general merchandise stores.....	12,747	12,310	+4	10,924	10,230	+7	6.2	6.1	7.4	7.4
Department stores.....	9,735	9,245	+5	8,148	7,498	+9	6.6	6.4	8.0	8.0
Variety stores.....	1,808	1,861	-3	1,542	1,617	-5	5.2	4.8	6.1	5.6
Mail-order houses (department stores merchandise).....	896	932	-4	879	910	-3	6.9	6.4	7.0	6.6
Apparel and accessory stores, total.....	5,342	5,385	-1	5,117	5,207	-2	5.1	4.9	5.3	5.2
Men's, boys' clothing, furnishings stores.....	1,323	1,355	-2	1,286	1,328	-3	4.7	4.3	4.8	4.5
Women's ready-to-wear stores.....	1,427	1,386	+3	1,404	1,369	+3	6.5	6.6	6.6	6.7
Shoe stores.....	1,029	1,044	-1	946	978	-3	4.1	4.0	4.5	4.3
Furniture, home furnishings, and equipment stores, total...	5,294	5,150	+3	4,770	4,640	+3	5.3	4.9	5.9	5.6
Furniture, home furnishings stores.....	2,950	2,883	+2	2,637	2,560	+3	5.3	5.2	6.0	5.9
Furniture stores.....	2,320	2,345	-1	2,051	2,072	-1	5.0	4.7	5.6	5.4
Household appliance, TV, radio stores.....	1,781	1,738	+2	1,618	1,571	+3	5.0	4.8	5.5	5.4
Household appliance stores.....	1,111	1,112	0	995	999	0	4.9	4.7	5.4	5.3
Building materials, hardware, farm equipment dealers, total.....	7,283	6,454	+13	6,956	6,202	+12	4.8	5.3	5.0	5.5
Building materials and hardware, total ²	4,610	4,355	+6	4,329	4,130	+5	5.4	5.7	5.8	5.7
Lumber and other building materials dealers ²	3,128	2,964	+6	2,887	2,774	+4	5.8	6.2	6.4	6.6
Hardware stores.....	1,482	1,391	+7	1,441	1,356	+6	4.0	4.3	4.2	4.4
Automotive dealers, total.....	16,690	17,098	-2	16,490	16,859	-2	6.4	5.8	6.4	5.8
Passenger car dealers ³	12,853	13,211	-3	12,802	13,132	-3	6.9	6.1	6.9	6.1
Passenger car dealers (franchised).....	11,988	12,266	-2	11,952	12,192	-2	6.8	6.0	6.8	6.1
Tire, battery, accessory dealers.....	1,896	1,906	-1	1,756	1,763	0	4.7	4.3	5.1	4.7
Gasoline service stations.....	1,627	1,523	+7	1,531	1,427	+7	28.3	28.4	30.3	31.6
Drug and proprietary stores.....	3,123	3,117	0	2,795	2,833	-1	6.0	5.7	6.8	6.4
Liquor stores.....	1,161	1,115	+4	1,008	969	+4	9.1	9.2	10.7	11.0

Note: Measures of sampling variability are provided on page 18. Group totals include kind of business not shown separately.

^rRevised.

¹Ratios are based on data from those firms which were in business the full calendar year (see appendix A).

²Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

³Includes franchised and nonfranchised car dealers.

Table 13. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses of Organizations Operating 11 or More Retail Stores (Group II) in the United States, by Kind of Business: End of Year 1975 and 1974

Kind of business	Merchandise inventories at cost (millions of dollars)						Sales inventory ratio			
	Warehouses and stores			Stores			Warehouses and stores		Stores	
	1975	1974	Percent change	1975	1974	Percent change	1975	1974	1975	1974
All kinds of business.....	22,947	23,065	-1	17,990	17,783	+1	8.6	7.9	11.1	10.3
Durable goods stores.....	2,627	2,710	-1	2,233	2,293	-3	4.1	4.0	4.8	4.9
Nondurable goods stores.....	20,320	20,355	0	15,757	15,490	+2	9.2	8.4	12.0	11.0
Food stores, total.....	4,752	4,933	-4	3,084	3,147	-2	15.3	13.3	23.8	20.9
Grocery stores.....	4,699	4,881	-4	3,045	3,109	-2	15.3	13.3	23.8	20.9
General merchandise group with nonstores.....	11,982	11,785	+2	9,885	9,475	+4	6.6	6.3	1.1	8.0
General merchandise group without nonstores (except department stores mail order).....	11,882	11,652	+2	9,862	9,409	+5	6.3	6.1	7.7	7.6
Department stores and miscellaneous general merchandise stores.....	9,568	9,293	+3	7,807	7,314	+7	6.6	6.6	8.2	8.2
Department stores.....	8,519	8,087	+5	6,977	6,389	+9	6.7	6.5	8.3	8.3
Variety stores.....	1,436	1,446	-1	1,178	1,207	-2	5.3	4.9	6.5	5.9
Apparel and accessory stores, total.....	1,263	1,281	-1	1,116	1,127	-1	5.5	5.3	6.3	6.2
Men's, boys' clothing, furnishings stores.....	175	169	+4	161	156	+3	5.1	4.7	5.6	5.1
Women's ready-to-wear stores.....	334	304	+10	315	290	+9	7.4	7.4	7.8	7.7
Shoe stores.....	394	409	-4	334	348	-4	4.8	4.4	5.7	5.2
Tire, battery, accessory dealers.....	680	714	-5	605	647	-6	3.4	3.1	3.8	3.5
Drug and proprietary stores.....	1,308	1,361	-4	1,023	1,086	-6	5.8	5.2	7.5	6.6
Liquor stores.....	329	318	+3	189	175	+8	7.5	7.2	13.0	13.1

Note: Group totals include data for kinds of business not shown separately. See page 17 for definition of Group II.

Table 14. Estimated Merchandise Inventories of All Retail Stores in the United States, by Legal Form of Ownership and Kind of Business: 1975

(Millions of dollars)

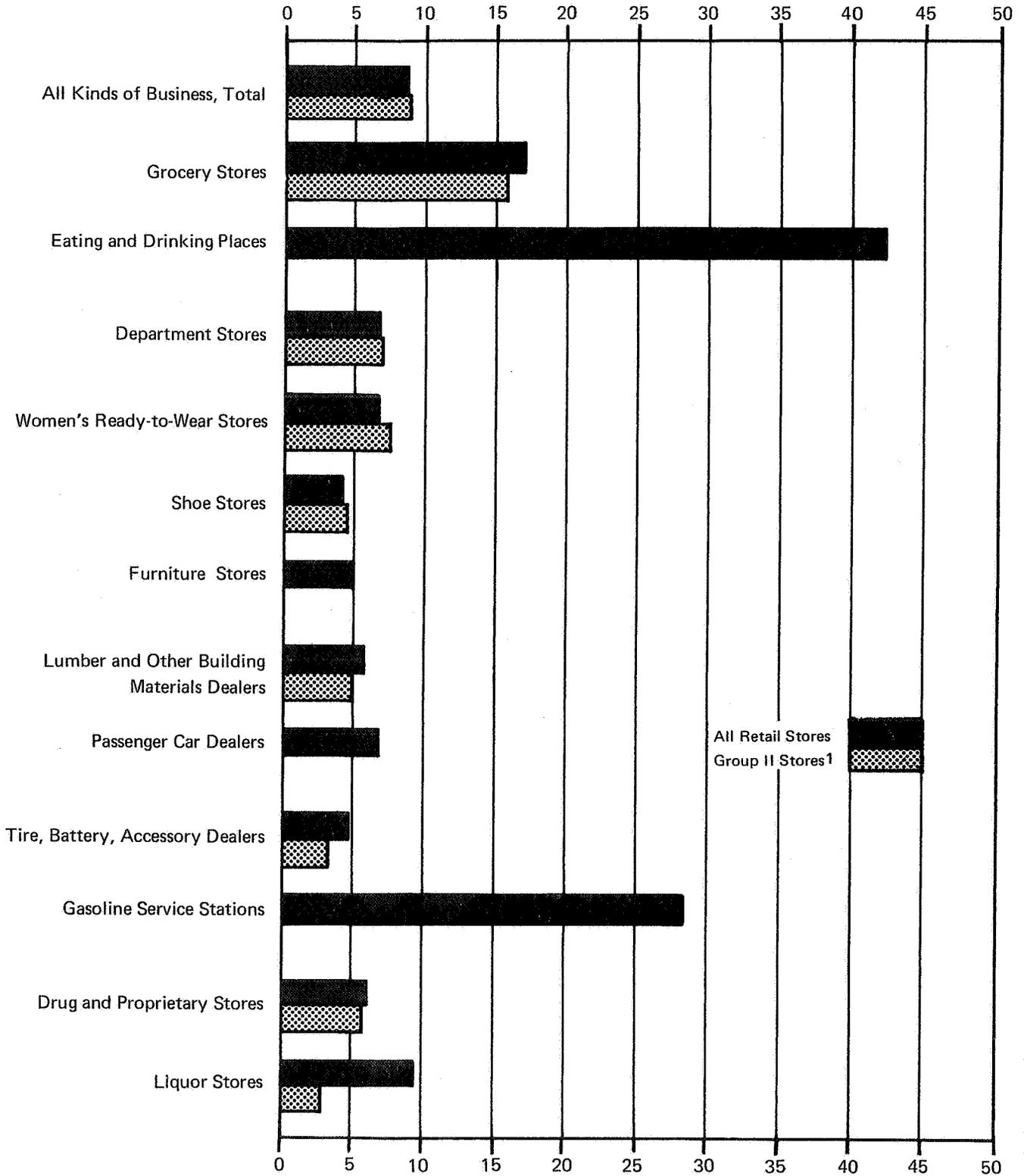
Kind of business	Total	Individual proprietorships	Partnerships	Corporations
All kinds of business.....	73,041	9,981	3,324	58,856
Durable goods stores.....	33,970	4,953	1,967	26,867
Nondurable goods stores.....	39,071	5,028	1,357	31,989
Food stores.....	8,189	1,370	275	6,487
Grocery stores.....	7,851	1,256	259	6,281
Eating and drinking places.....	1,074	299	77	662
General merchandise group with nonstores.....	15,864	648	268	14,925
Department stores.....	9,735	(Z)	(Z)	9,715
Apparel and accessory stores, total.....	5,342	780	347	4,204
Furniture, home furnishings, and equipment stores, total.....	5,294	1,077	299	3,860
Building materials, hardware, farm equipment dealers, total.....	7,283	1,042	590	5,642
Automotive dealers, total.....	16,690	1,338	721	14,581
Gasoline service stations.....	1,627	932	109	570
Drug and proprietary stores.....	3,123	418	87	2,552

Note: Totals include kinds of business and forms of ownership not shown separately.

Z The dollar amount is less than 1 percent of all forms of ownership combined.

Figure 6. Sales-Inventory Ratios of All Retail Stores and Group II Stores, by Selected Kinds of Business: 1975

(Annual turnover: 1975 sales divided by year-end inventories, at cost. Ratios are based on data from those firms which were in business the full calendar year)



¹Retail stores of organizations operating 11 or more retail stores.

ACCOUNTS RECEIVABLE

Retail stores in the United States reported a total of \$29.6 billion of accounts-receivable balances owed to them by customers as of December 31, 1975, or 2 percent more than the \$28.9 billion reported for the same date a year earlier. Credit balances on charge accounts and on installment accounts amounted to \$11.4 billion and \$18.2 billion, respectively, at the close of 1975, with charge accounts showing a year-to-year increase of 6 percent, while installment accounts were little changed.

Receivable balances for nondurable goods stores amounted to \$20.7 billion in total, or 2 percent more than the amount owed at the close of 1974. Department stores reported unpaid balances totaling \$11.9 billion at the end of 1975 (40 percent of the total for all retail stores). Apparel and accessory stores with \$1.8 billion remained virtually unchanged from the previous year.

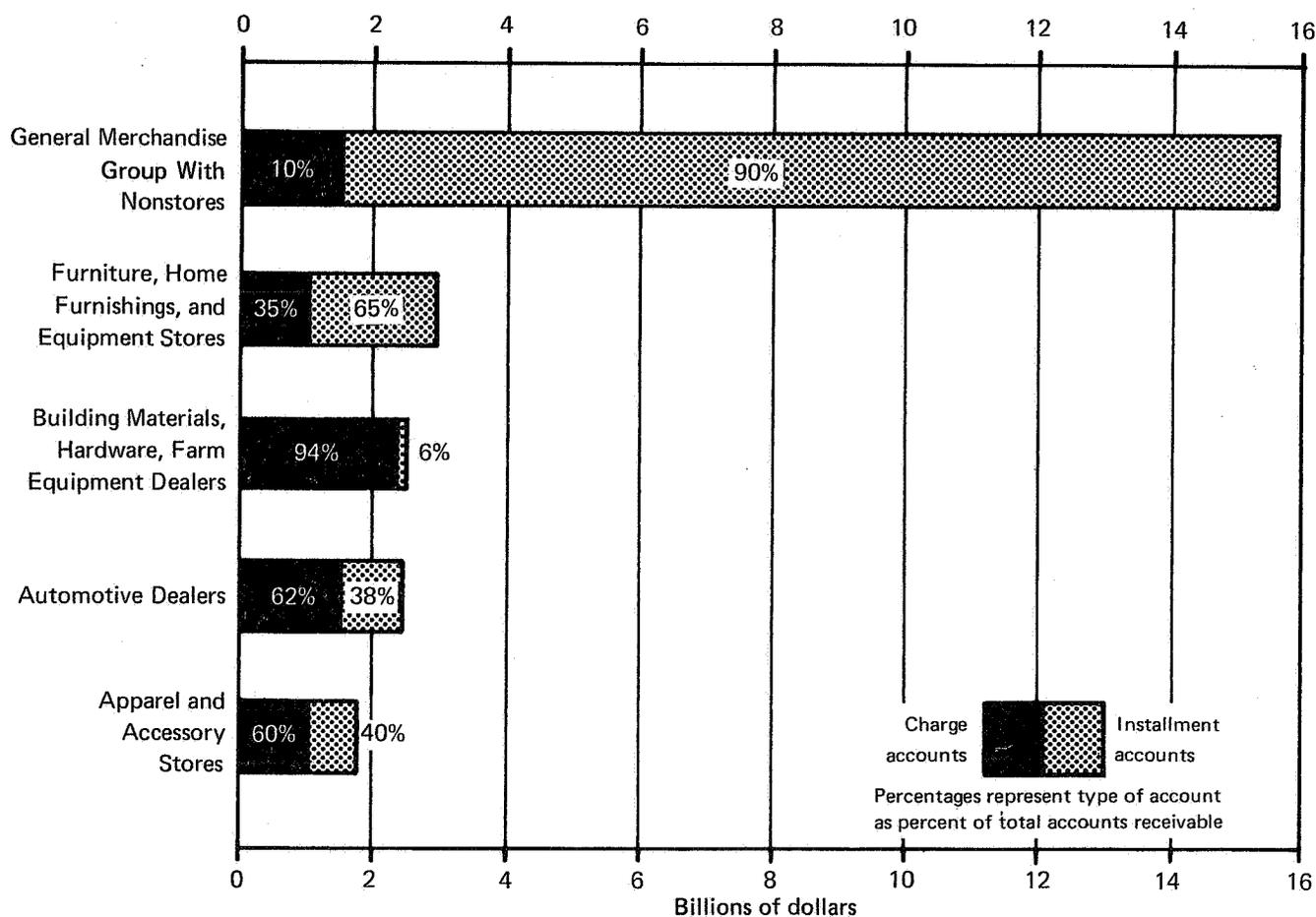
Durable goods stores reported balances at the close of 1975 at \$8.9 billion, which was 4 percent more than the total reported a year ago. Contributing to these figures were dealers in building materials, hardware, farm equipment with \$2.5 billion, up 5 percent from the previous year; automotive dealers, \$2.5

billion, up 4 percent; and furniture, home furnishings, and equipment stores, \$2.9 billion, up 2 percent.

Approximately 90 percent of the 1975 year-end credit balances due from customers of the general merchandise group with nonstores was on installment accounts. Installment accounts represented approximately 65 percent of total year-end 1975 outstanding balances for furniture, home furnishings, and equipment stores. In contrast, the credit balances outstanding for building materials, hardware, farm equipment dealers and for apparel and accessory stores were predominantly on charge accounts (94 percent and 60 percent, respectively). For automotive dealers, about 62 percent was outstanding due to charge accounts.

Stores of organizations operating 11 or more retail stores accounted for \$17.3 billion of total receivables at the end of 1975, compared with \$17.2 billion for 1974, an increase of 1 percent. Credit balances on charge accounts and on installment accounts amounted to \$2.1 billion and \$15.2 billion respectively at the close of 1975, with charge accounts showing a 7-percent increase, while installment accounts remained the same.

Figure 7. Total Accounts Receivable, Charge and Installment Accounts of All Retail Stores: End of Year 1975



Source: Monthly Retail Trade Report, January, 1976.

Table 15. Accounts Receivable of All Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1975 and 1974

(Millions of dollars)

Kind of business	Total			Charge accounts			Installment accounts		
	December 31		Percent change 1975 from 1974	December 31		Percent change 1975 from 1974	December 31		Percent change 1975 from 1974
	1975	1974		1975	1974		1975	1974	
Retail stores, total.....	29,625	28,916	+2	11,428	10,806	+6	18,197	18,110	0
Durable goods stores, total.....	8,901	8,578	+4	5,579	5,207	+7	3,322	3,371	-1
Nondurable goods stores, total.....	20,724	20,338	+2	5,849	5,599	+4	14,875	14,739	+1
Food stores.....	312	314	-1	297	295	+1	(S)	(S)	(S)
Grocery stores.....	215	234	-8	(S)	(S)	(S)	(S)	(S)	(S)
Eating and drinking places.....	220	179	+23	(S)	(S)	(S)	(S)	(S)	(S)
General merchandise group with nonstores.....	15,592	15,299	+2	1,588	1,490	+7	14,004	13,809	+1
General merchandise group without nonstores (except department stores mail order).....	15,043	14,743	+2	1,423	1,338	+6	13,620	13,405	+2
Department stores and dry goods, general merchandise stores.....	12,853	12,142	+6	1,382	1,293	+7	11,471	10,849	+6
Department stores.....	11,854	11,162	+6	1,216	1,114	+9	10,638	10,048	+6
Mail-order houses (department store merchandise).....	1,981	2,018	-2	(S)	(S)	(S)	(S)	(S)	(S)
Apparel and accessory stores, total.....	1,795	1,787	0	1,080	1,013	+7	715	774	-8
Women's ready-to-wear stores.....	711	716	-1	(S)	(S)	(S)	(S)	(S)	(S)
Furniture, home furnishings, and equipment stores, total...	2,933	2,870	+2	1,015	953	+7	1,918	1,917	0
Furniture, home furnishings stores.....	2,192	2,133	+3	707	662	+7	1,485	1,471	+1
Furniture stores.....	2,003	1,956	+2	(S)	(S)	(S)	(S)	(S)	(S)
Household appliance, TV, radio stores.....	641	619	+4	(S)	(S)	(S)	388	387	0
Household appliance stores.....	539	531	+2	(S)	(S)	(S)	(S)	(S)	(S)
Building materials, hardware, farm equipment dealers, total.....	2,506	2,376	+5	2,360	2,217	+6	146	159	-8
Lumber and other building materials dealers ¹	1,827	1,704	+7	1,773	1,638	+8	(S)	(S)	(S)
Automotive dealers, total.....	2,474	2,376	+4	1,540	1,406	+10	934	970	-4
Passenger car dealers ²	1,213	1,089	+11	(S)	(S)	(S)	(S)	(S)	(S)
Passenger car dealers (franchised).....	1,087	1,003	+8	945	864	+9	(S)	(S)	(S)
Tire, battery, accessory dealers.....	1,163	1,208	-4	(S)	(S)	(S)	718	773	-7
Gasoline service stations.....	459	425	+8	453	418	+8	(S)	(S)	(S)

Note: Measure of sampling variability shown on page 20.

S Not shown because of high sampling variability.

¹Includes lumber yards, building materials dealers, paint, plumbing, and electrical stores.

²Includes both franchised and nonfranchised car dealers.

Table 16. Accounts Receivable of Retail Stores of Organizations Operating 11 or More Retail Stores (Group II) in the United States, by Type of Account and Kind of Business: End of Year 1975 and 1974

(Millions of dollars)

Kind of business	Total			Charge accounts			Installment accounts		
	December 31		Percent change 1975 from 1974	December 31		Percent change 1975 from 1974	December 31		Percent change 1975 from 1974
	1975	1974		1975	1974		1975	1974	
Retail stores, total.....	17,289	17,178	+1	2,107	1,975	+7	15,182	15,203	0
Durable goods stores, total.....	1,796	1,911	-6	451	428	+5	1,345	1,483	-9
Nondurable goods stores, total.....	15,493	15,267	+1	1,656	1,547	+7	13,837	13,720	+1
General merchandise group with nonstores.....	14,290	14,003	+2	1,000	915	+9	13,290	13,088	+2
General merchandise group without nonstores (except department stores mail order).....	13,927	13,632	+2	900	834	+8	13,027	12,798	+2
Department stores and dry goods, general merchandise stores.....	11,856	11,188	+6	869	800	+9	10,987	10,388	+6
Department stores.....	11,037	10,403	+6	832	763	+9	10,205	9,640	+6
Apparel and accessory stores, total.....	677	745	-9	221	209	+6	456	536	-15
Tire, battery, accessory dealers.....	662	743	-11	(S)	(S)	(S)	(S)	(S)	(S)

Note: Measures of sampling variability are shown on page 20. Totals include data for kinds of business not shown separately.

S Not shown because of high sampling variability.

SAMPLE DESIGN AND RELIABILITY OF THE DATA

Sample Design

Data on purchases and inventories were derived from the 1975 Annual Retail Trade Survey, which was essentially based on the probability sample used after July 1971 to produce national monthly estimates of retail sales published in the *Monthly Retail Trade Report*. A detailed description of the monthly sample is shown in the *Monthly Retail Trade Report*. Statistics on annual sales and end-of-year accounts receivable shown in this publication were derived from monthly retail trade data published in the January 1976 *Monthly Retail Trade Report*.

1975 annual sample consists of the following components:

A. Group II organizations; i.e., firms which in the 1967 Census of Business were reported as operating 11 or more retail stores, are included in the sample regardless of the location in the United States. (NOTE: In the annual survey, Group II organizations were requested to report all retail stores of their subsidiaries; whereas, for the monthly survey, a sample was selected for separate reporting by subsidiaries assigned separate employer identification (EI) numbers, as described below for Group I firms.)

B. Group I comprises all remaining retailers as indicated below.

1. A sample is selected from the list of retail employers who make Social Security payments for their employees under the Federal Insurance Contribution Act (FICA).

The list sample is drawn from two sources. The major part of the sample is drawn from the County Business Patterns (CBP) file (a tabulation each year of generally first-quarter payroll reported by FICA taxpayers) using kind-of-business codes derived from the quinquennial economic censuses. New retail employers not included in this tabulation are represented by a sample drawn from the employer births provided by the Social Security Administration. The basic sampling unit is the employer identification (EI) number assigned to each business employer.

Firms selected for the list sample are placed on four rotating panels (except very large businesses which are selected with certainty and are placed on a fixed panel). Rotating panel firms report current and previous month's data three times a year, while fixed panel firms report each month. For the Annual Retail Trade Survey, all of the fixed panel firms and firms on two of the four rotating panels were selected to participate.

2. All retailers not on the list described above are represented by business establishments found in a probability sample of land segments. This area sample is a two-stage sample. In the first stage, a sample of 58 primary sampling units (single counties or small groups of contiguous counties) were drawn with

probability proportionate to (population) size. Each selected primary sampling unit (PSU) was then subdivided into small land segments containing at the time of selection an average of about four retail stores each. A subsample of these land segments was drawn in each PSU at an overall rate of 1 in 1,000 (1 in 2,000 or 1 in 3,000 in the smallest PSU's). About 420 such land segments are included in the sample each month.

All retail establishments in these selected land segments are canvassed. Sufficient information (mainly concerning its EI number) is obtained to determine whether the business has had a chance of selection in the list sample component. If it has no EI number or if its EI number fails to match either the list sample universe or the current FICA mailing list, it is tabulated in the area sample. The area sample thus includes businesses without employees and employers, mainly recent births, not represented in the list sources.

Firms selected for the area sample are placed on 12 rotating panels and report current and previous-month data once a year. Firms in 2 of the 12 panels are selected to participate in the Annual Retail Trade Survey.

Reliability of the Data

Because the estimates are based on a sample, exact agreement is not expected with the results that would be obtained from a complete census of retail stores in which the same enumeration procedure is used. However, because every retail store in the United States has had a chance of being selected for the sample, and because the probability of selection for each store in the sample is known, it is possible to approximate the sampling variability of the estimates made from the sample.

Approximate measures of the differences which may exist because of sampling for the estimates are shown in tables 17 to 22. Measures of sampling variability for sales-inventory ratios of retail stores have not been computed but, in general, are expected to be less than those for merchandise inventory dollar-volume estimates.

The measures of sampling variability are at the one-signa level. At this level, the chances are two out of three that the amounts estimated in this survey would differ from the results of a complete census using the same enumeration procedure, by less than the percentage shown. Sampling errors shown are also subject to possibly high sampling variability. Although certain data not expressly shown in this publication may be derived by subtraction, they are subject to higher sampling variabilities and should not be used in making comparisons.

Measures of sampling variability shown in this report do not include biases which might arise from differences of response or nonreporting. Nonresponse amounted to about 5 percent for inventories, 5 percent for merchandise purchases, and 9 percent for sales.

Symbols used for the estimated sampling variability ranges, tables 18, 19, 20, and 21: A = 0 to 3.5 percent, B = 3.6 to 7.0 percent, C = 7.1 to 10.5 percent.

Table 17. Estimated Sampling Variability for Sales, Purchases, and Inventory Estimates

Kind of business	Sampling variability				
	Dollar volume estimate			Year-to-year ratio	
	Sales	Purchases	Inventory (stores and warehouses)	Purchases	Inventory (stores and warehouses)
United States.....	A	A	A	A	A
Durable goods stores.....	A	A	A	A	A
Nondurable goods stores.....	A	A	A	A	A
Food stores, total.....	A	A	A	A	A
Grocery stores.....	A	A	A	A	A
Eating and drinking places.....	A	A	A	A	B
General merchandise group with nonstores.....	A	A	A	A	A
General merchandise group without nonstores (except department stores mail order).....	A	A	A	A	A
Department stores and miscellaneous general merchandise stores.....	A	A	A	A	A
Department stores.....	A	A	A	A	A
Variety stores.....	A	A	A	A	A
Mail-order houses (department stores merchandise).....	A	A	A	A	A
Apparel and accessory stores, total.....	A	A	A	A	A
Men's, boys' clothing, furnishings stores.....	B	B	B	B	B
Women's ready-to-wear stores.....	A	B	B	B	B
Shoe stores.....	A	B	B	A	A
Furniture, home furnishings, and equipment stores.....	A	B	A	A	A
Furniture, home furnishings stores.....	A	B	B	A	A
Furniture stores.....	A	B	B	A	A
Household appliance, TV, radio stores.....	B	B	C	B	B
Household appliance stores.....	B	C	C	B	B
Building materials, hardware, farm equipment dealers, total.....	A	B	B	A	A
Building materials and hardware, total.....	B	B	B	A	A
Lumber and other building materials dealers.....	A	B	B	A	A
Hardware stores.....	B	C	(¹)	B	B
Automotive dealers, total.....	A	A	A	A	A
Passenger car dealers.....	A	A	A	A	A
Passenger car dealers (franchised).....	A	A	A	A	A
Tire, battery, accessory dealers.....	A	B	B	A	A
Gasoline service stations.....	A	B	B	A	A
Drug and proprietary stores.....	A	A	A	A	A
Liquor stores.....	A	B	B	A	A

Note: The estimates of sampling variabilities shown above for sales are based on annual sales published in the Monthly Retail Trade Report for January 1970, while those for purchases are based on 1975 and 1974 annual purchases estimates. Those for inventory are based on December 1975 and 1974 merchandise inventory estimates.

¹Sampling variability greater than 10.5 percent.

Table 18. Estimated Range of Sampling Variability of Sales of All Retail Stores for Geographic Regions, by Kind of Business

Kind of business	Dollar volume sales estimates			
	Northeast	North Central	South	West
Retail stores, total.....	A	A	A	A
Durable goods stores.....	A	A	A	A
Nondurable goods stores.....	A	A	A	A
Food stores, total.....	A	A	A	B
Grocery stores.....	A	A	A	B
Eating and drinking places.....	B	B	B	C
GAF, ¹ total.....	A	A	A	A
General merchandise group ²	A	A	A	A
Department stores.....	A	A	A	A
Apparel and accessory stores, total.....	B	B	B	B
Furniture, home furnishings and equipment stores, total.....	B	B	B	C
Building materials, hardware, farm equipment dealers, total.....	C	B	B	(X)
Automotive dealers, total.....	(X)	A	B	(X)
Gasoline service stations.....	B	B	B	B
Drug and proprietary stores.....	C	B	B	B

X Not applicable.

¹Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department store types of merchandise. ²Includes nonstores.

Source: U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Reports.

Symbols used for the estimated sampling variability ranges, tables 18, 19, 20, and 21: A = 0 to 3.5 percent, B = 3.6 to 7.0 percent, C = 7.1 to 10.5 percent.

Table 19. Estimated Range of Sampling Variability of Sales for Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas

Statistical area	Dollar volume (sales estimates)			Statistical area	Dollar volume (sales estimates)		
	Total	Nondurable	GAF ¹		Total	Nondurable	GAF ¹
STANDARD CONSOLIDATED AREA				STANDARD METROPOLITAN STATISTICAL AREA--Continued			
Chicago, Ill.--Northwestern Indiana.....	A	A	A	Detroit, Mich.....	A	A	A
New York, N.Y.--Northeastern New Jersey.....	A	A	A	Houston, Tex.....	(X)	(X)	A
				Kansas City, Mo-Kans.....	(X)	(X)	A
STANDARD METROPOLITAN STATISTICAL AREA				Los Angeles-Long Beach, Calif...	A	A	A
Baltimore, Md.....	(X)	(X)	B	Minneapolis-St. Paul, Minn.....	(X)	(X)	A
Boston, Mass.....	(X)	(X)	B	New York, N.Y.....	A	A	A
Chicago, Ill.....	A	A	A	Philadelphia, Pa.-N.J.....	B	B	B
Cleveland, Ohio.....	(X)	(X)	A	Pittsburgh, Pa.....	B	B	B
Dallas, Tex.....	(X)	(X)	C	St. Louis, Mo.-Ill.....	B	C	A
				San Francisco-Oakland, Calif....	A	B	B
				Washington, D.C.-Md.-Va.....	A	A	B

X Not applicable.

¹Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

Source: U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Reports.

Table 20. Estimated Range of Sampling Variability of Sales for Geographic Divisions, by Kind of Business

Kind of business	Dollar volume sales estimates								
	New England	Middle Atlantic	East North Central	West North Central	South Atlantic	East South Central	West South Central	Mountain	Pacific
Total.....	A	A	A	A	A	B	A	B	A
Durable goods stores.....	B	B	A	A	B	(X)	B	(X)	A
Nondurable goods stores.....	A	A	A	B	A	B	A	B	A
Food stores, total.....	B	(X)	A	B	(X)	C	B	B	B
Eating and drinking places.....	(X)	B	B	(X)	B	(X)	(X)	(X)	C
GAF ¹ , total.....	B	A	A	B	A	B	A	B	A
General merchandise group ²	(X)	A	A	B	A	A	A	B	A
Apparel and accessory stores, total.....	(X)	B	B	(X)	B	(X)	(X)	(X)	(X)
Gasoline service stations.....	C	B	B	B	B	(X)	(X)	(X)	(X)
Drug and proprietary group.....	(X)	C	B	(X)	C	(X)	(X)	(X)	(X)

I Not applicable.

¹Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store type of merchandise.

²Includes nonstores.

Source: U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Reports.

Furriers and Fur Shops (SIC 5681)¹—Establishments primarily engaged in the retail sale of furs and fur garments including those primarily engaged in selling fur garments made on their own premises to individual order.

Miscellaneous Apparel and Accessory Stores (SIC 5699)¹—Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories, not elsewhere classified, such as bathing suits, raincoats, riding apparel, sports apparel, and umbrellas.

Eating and Drinking Places (SIC 58)

This major group includes establishments primarily engaged in selling prepared foods and drinks for consumption on or near the premises, and lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption. Also included are social caterers who sell prepared foods which are served on the premises or elsewhere, and inplant feeding contractors. Eating and drinking places operated as leased concessions in theaters, hotels, motels, and places of amusement are included here, although candy and popcorn stands located in theaters are not.

1. Restaurants, Cafeterias, Lunchrooms (SIC 5812, part)—Establishments primarily engaged in the retail sale of prepared food and drink for consumption on the premises. In the cafeterias the customers often serve themselves. Alcoholic beverages are frequently sold at these establishments but receipts from the sale of alcoholic beverages may not exceed the receipts from prepared foods. Also included here are inplant feeding contractors primarily engaged in the preparation and retail sale of prepared food and drink for employees (under contract) on the premises of the business.

2. Refreshment Places (SIC 5812, part)⁴—Establishments primarily engaged in the retail sale of limited lines of refreshments and prepared food items. Included are establishments which prepare refreshment items such as frozen custard, pizza, barbequed chicken, and hamburgers for consumption on or near the premises or for "take-home" consumption.

3. Social Caterers (SIC 5812, part)⁴—Establishments primarily engaged in servicing prepared food on the premises or elsewhere. Service plays an important part in this kind of business. The principal activity of the establishment is catering of food and beverages to parties, bar mitzvahs, weddings, or other groups.

Drinking Places (SIC 5813)—Establishments primarily engaged in the retail sale of drinks such as beer, ale, wine, liquor, and other alcoholic beverages for consumption on the premises. Prepared foods are frequently sold at these establishments, but receipts from the sale of prepared foods may not exceed receipts from sales of alcoholic beverages.

¹ Data for this kind of business are not shown separately but are included in the major group totals.

⁴ Sales for this kind of establishment are not shown separately but are included in the large group "Eating Places" (SIC 5812).

Drug and Proprietary Stores (SIC 5912)

Establishments primarily engaged in the retail sale of prescription drugs, patent medicines, and health and first-aid products. Usually the establishments carry a number of related lines of merchandise such as cosmetics, toiletries, tobacco products, candy, magazines, toys, and novelty merchandise. These stores may also operate a soda fountain or lunch counter.

Liquor Stores (SIC 5921)

Establishments primarily engaged in the retail sale of packaged alcoholic beverages such as ale, beer, wine, and whiskey for consumption off the premises. Liquor stores operated by States, counties, and municipalities are included.

Miscellaneous Nondurable Goods Stores (SIC 59, part)

This major group includes all retail nondurable goods stores not elsewhere classified.

Stationery Stores (SIC 5943)—Establishments primarily engaged in the retail sale of stationery such as paper products (including printing and engraving), school and office supplies, greeting cards, post cards, and novelties.

Hay, Grain and Feed Stores; Farm and Garden Supply Stores (SIC 5962, SIC 5969)⁵—Establishments primarily engaged in the retail sale of hay, grain, feed, fertilizer, seeds, bulbs, and nursery stock, and other farm, lawn and garden supplies and tools.

Fuel and Ice Dealers, Except Fuel Oil Dealers (SIC 5982)⁵—Establishments primarily engaged in the retail sale of coal, wood, ice, or any combination of these lines.

Fuel Oil Dealers (SIC 5983)⁵—Establishments primarily engaged in the retail sale of fuel oil.

Liquefied Petroleum Gas (Bottled Gas) Dealers (SIC 5984)⁵—Establishments primarily engaged in the retail sale of gas (bulk or bottled).

Florists (SIC 5992)⁵—Establishments primarily engaged in the retail sale of cut flowers and growing plants. Greenhouses and nurseries are included if receipts are primarily from the sale of products not grown on the premises.

Cigar Stores and Stands (SIC 5993)⁵—Establishments primarily engaged in the retail sale of cigars, cigarettes, tobacco, and smokers' supplies.

News Dealers and Newsstands (SIC 5994)⁵—Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

⁵ Sales for this kind of business are not shown separately but are included in the nondurable goods stores total.

Appendix B. Definitions of Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas Included in This Report

(As defined by the Office of Management and Budget as of January 15, 1968)

Chicago, Ill.—Northwestern Indiana Standard Consolidated Area	Chicago, Ill., SMSA and Gary-Hammond-East Chicago, Ind., SMSA
New York, N.Y.—Northeastern New Jersey Standard Consolidated Area	New York, N.Y., SMSA; Nassau-Suffolk, N.Y., SMSA; Jersey City, N.J., SMSA; Newark, N.J., SMSA; Paterson-Clifton-Passaic, N.J., SMSA; Middlesex and Somerset Counties, N.J.
Baltimore, Md.	Baltimore city and Anne Arundel, Baltimore, Carroll, and Howard Counties, Md.
Boston, Mass.	All of Suffolk County and parts of Essex, Middlesex, Norfolk, and Plymouth Counties, Mass.
Chicago, Ill.	Cook, Du Page, Kane, Lake McHenry, and Will Counties, Ill.
Cleveland, Ohio	Cuyahoga, Geauga, Lake, and Medina Counties, Ohio
Dallas, Tex.	Collin, Dallas, Denton, Ellis, Kaufman, and Rockwall Counties, Tex.
Detroit, Mich.	Macomb, Oakland, and Wayne Counties, Mich.
Houston, Tex.	Brazoria, Fort Bend, Harris, Liberty, and Montgomery Counties, Tex.
Kansas City, Mo.-Kans.	Cass, Clay, Jackson, and Platte Counties, Mo., and Johnson and Wyandotte Counties, Kans.
Los Angeles-Long Beach, Calif.	Coextensive with Los Angeles County, Calif.
Minneapolis-St. Paul, Minn.	Anoka, Dakota, Hennepin, Ramsey, and Washington Counties, Minn.
Nassau-Suffolk, N.Y.	Nassau and Suffolk Counties, N.Y.; established November 1972.
New York, N.Y.	New York City, and Rockland and Westchester Counties, N.Y.; as redefined November 1972.
Philadelphia, Pa.-N.J.	Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties, Pa.; and Burlington, Camden, and Gloucester Counties, N.J.
Pittsburgh, Pa.	Allegheny, Beaver, Washington, and Westmoreland Counties, Pa.
St. Louis, Mo.-Ill.	St. Louis city, and Franklin, Jefferson, St. Charles, and St. Louis Counties, Mo.; and Madison and St. Clair Counties, Ill.
San Francisco-Oakland, Calif.	Alameda, Contra Costa, Marin, San Francisco, and San Mateo Counties, Calif.
Washington, D.C.-Md.-Va.	District of Columbia; Montgomery and Prince Georges Counties, Md.; Alexandria, Fairfax, and Falls Church cities, and Arlington, Fairfax, Loudon, and Prince William Counties, Va.



Appendix C. Geographic Regions and Divisions

THE NORTHEAST

New England Division

Maine
New Hampshire
Vermont
Massachusetts
Rhode Island
Connecticut

Middle Atlantic Division

New York
New Jersey
Pennsylvania

THE NORTH CENTRAL

West North Central Division

Minnesota
Iowa
Missouri
North Dakota
South Dakota
Nebraska
Kansas

East North Central Division

Ohio
Indiana
Illinois
Michigan
Wisconsin

THE SOUTH

East South Central Division

Kentucky
Tennessee
Alabama
Mississippi

South Atlantic Division

Delaware
Maryland
District of Columbia
Virginia
West Virginia
North Carolina
South Carolina
Georgia
Florida

West South Central Division

Arkansas
Louisiana
Oklahoma
Texas

THE WEST

Mountain Division

Montana
Idaho
Wyoming
Colorado
New Mexico
Arizona
Utah
Nevada

Pacific Division

Washington
Oregon
California
Alaska
Hawaii

