

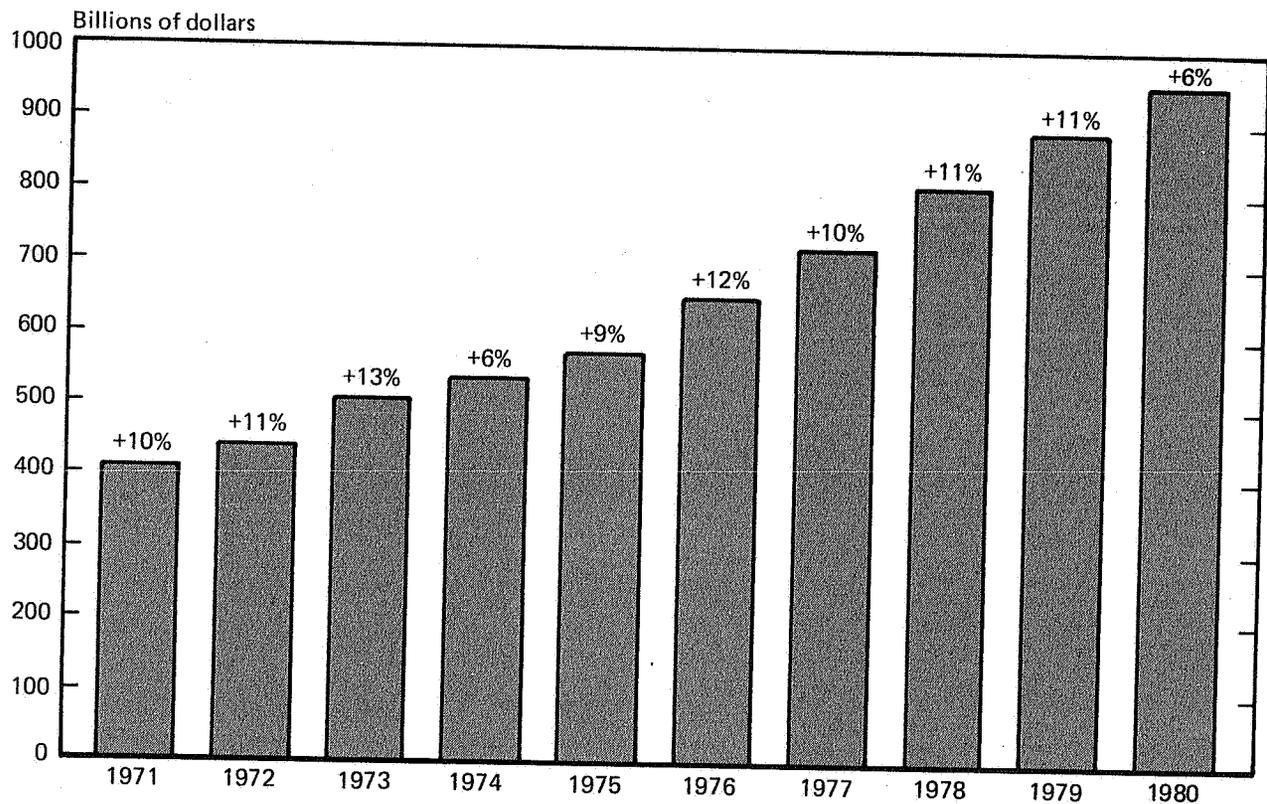
CURRENT
BUSINESS
REPORTS

1980 Retail Trade

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

BR-80-13

Estimated Sales of All Retail Stores in the United States
and Year-to-Year Percentage Increases: 1971-1980



Source: U.S. Department of Commerce, Bureau of the Census, Annual Retail Trade Survey

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Issued February 1982



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Joseph R. Wright, Jr. Deputy Secretary
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Annual Sales

Sales of all retail stores in the United States were estimated at \$951.9 billion in 1980, an increase of 6.4 percent over 1979 sales. Sales of nondurable goods stores increased 11.2 percent over the previous year while durable goods stores showed a 2.7-percent decrease.

All nondurable goods categories showed percentage increases in comparison to 1979 levels. Gasoline service stations showed a 27.9 percent increase while liquor stores showed an 11.7 percent increase. Food stores increased 10.8 percent year-to-year while eating and drinking places showed a 7.9 percent increase. Following the general upward trend were drug and proprietary stores, 8.5 percent, general merchandise group stores, 6.8 percent, and apparel and accessories stores, 4.8 percent. In the durable goods category, furniture, home furnishings, and equipment stores showed a 3.7 percent increase in year-to-year

sales. Both building materials, hardware, garden supply, and mobile home dealers and automotive dealers showed decreases year-to-year of 1.3 percent and 8.4 percent, respectively.

Annual sales of organizations operating 11 or more retail stores increased 9.5 percent over 1979 for all kinds of business. Nondurable goods showed a gain of 9.9 percent while durable goods stores showed a 5.2 percent increase. In the durable goods category auto and home supply stores increased 3.0 percent compared with 1979. In the nondurable goods category, the largest increase (12.9 percent) was reported by eating places. Food stores increased 11.5 percent year-to-year while apparel and accessory stores showed a gain of 8.6 percent. General merchandise group stores and drug stores and proprietary stores increased 5.7 percent and 6.6 percent, respectively.

Table 1. Estimated Sales of All Retail Stores in the United States, by Kind of Business: 1980 and 1979

(Millions of dollars)

1972 SIC code	Kind of business	1980	1979	Percent change	1972 SIC code	Kind of business	1980	1979	Percent change
	Retail trade, total.....	951,902	894,343	+6.4		Nondurable goods stores, total	655,308	589,534	+11.2
	Total (excluding automotive group).....	789,593	717,092	+10.1	53	General merchandise group stores....	117,227	109,740	+6.8
	Durable goods stores, total...	296,594	304,809	-2.7	531	Department stores, miscellaneous	94,705	88,520	+7.0
					539	general merchandise stores.....	108,533	101,355	+7.1
					533	Department stores.....	94,705	88,520	+7.0
52	Building materials, hardware, garden supply, and mobile home dealers.....	49,616	50,272	-1.3	54	Miscellaneous general merchandise stores.....	13,828	12,835	+7.7
521,3,5	Building materials, supply, hardware stores.....	41,585	43,093	-3.5	546	Variety stores.....	8,694	8,385	+3.7
521,3	Building materials and supply stores.....	33,361	35,255	-5.4	554	Food stores.....	217,047	195,826	+10.8
525	Hardware stores.....	8,224	7,838	+4.9	56	Grocery stores.....	200,956	182,365	+10.2
					561	Retail bakeries.....	3,243	2,893	+12.1
55 ex. 554	Automotive dealers.....	162,309	177,251	-8.4	562,3,8	Gasoline service stations.....	93,624	73,202	+27.9
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	144,257	161,110	-10.5	562	Apparel and accessory stores.....	44,426	42,375	+4.8
551,2	Motor vehicle dealers.....	135,821	150,753	-9.9	565	Men's, boys' clothing, furnishings stores.....	7,830	7,830	0.0
551	Motor vehicle dealers (franchised).....	128,219	141,407	-9.3	566	Women's clothing, specialty stores, furriers.....	16,437	16,248	+1.2
553	Auto and home supply stores.....	18,052	16,141	+11.8	58	Women's ready-to-wear stores....	15,074	14,969	+0.7
					5812	Family clothing stores.....	9,604	8,665	+10.8
57	Furniture, home furnishings, equipment stores.....	43,416	41,868	+3.7	5812(part)	Shoe stores.....	7,849	7,418	+5.8
571	Furniture and home furnishings stores.....	26,474	25,692	+3.0	5812(part)	Eating and drinking places.....	85,842	79,576	+7.9
5712	Furniture stores.....	17,492	17,500	0.0	5813	Eating places.....	75,425	70,322	+7.3
5722,32	Household appliance, radio, and TV stores.....	13,182	12,428	+6.1	591	Restaurants, lunchrooms, cafeterias.....	46,213	44,458	+3.9
5722	Household appliance stores.....	6,349	6,123	+3.7	592	Refreshment places.....	28,198	25,043	+12.6
5944	Jewelry stores.....	8,137	6,574	+23.8	596	Drinking places (alcoholic beverages).....	10,417	9,254	+12.6
					53,56,57,594,5961(part)	Drug stores and proprietary stores..	30,504	28,107	+8.5
					53,56,57,594	Liquor stores.....	17,083	15,294	+11.7
					594	Nonstore retailers ¹	23,268	22,373	+4.0
						GAF plus, mail order houses (department store merchandise) ²	240,836	227,278	+6.0
						GAF ³ , total.....	236,353	221,384	+6.8

Note: Measures of sampling variability are shown in table I3. U.S. and group totals include kinds of business not shown separately.

¹Includes 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 some mail-order firms.

³GAF represents stores which specialize in department store types of merchandise (see explanatory material).

Table 2. Estimated Retail Sales of Group II Companies by Kind of Business for the United States: 1980 and 1979

(Millions of dollars)

1972 SIC code	Kind of business	1980	1979	Percent change	1972 SIC code	Kind of business	1980	1979	Percent change
	Retail trade, total.....	328,497	299,941	+9.5		Nondurable goods stores, Continued			
	Durable goods stores, total..	23,257	22,115	+5.2	54	Food stores.....	115,129	103,280	+11.5
553	Automotive and home supply stores..	3,441	3,340	+3.0	541	Grocery stores.....	113,519	101,839	+11.5
	Nondurable goods stores, total.....	305,240	277,826	+9.9	56	Apparel and accessory stores.....	15,553	14,326	+8.6
53	General merchandise group stores...	102,116	96,607	+5.7	562,3,8	Women's clothing, specialty stores, furriers.....	6,275	5,975	+5.0
531	Department stores.....	87,178	82,593	+5.6	562	Women's ready-to-wear stores...	6,085	5,797	+5.0
533	Variety stores.....	7,092	6,778	+4.6	565	Family clothing stores.....	3,707	3,384	+9.5
539	Miscellaneous general merchandise stores.....	7,846	7,236	+8.4	566	Shoe stores.....	3,932	3,513	+11.9
					5812	Eating places.....	17,835	15,795	+12.9
					591	Drug stores and proprietary stores.	15,009	14,074	+6.6

Note: The Group II component of the sample consists of companies which had 11 or more retail establishments according to the most recent update of multiestablishment files and which were selected with certainty (i.e., their sales size exceeded specified volume cut offs which varied by kind of business). Group totals include kinds of business not shown separately.

FIGURE 1. Estimated Sales of All Retail Stores in the United States, by Selected Kind of Business: 1980 and 1979

All Kinds of Business
 1980 Total \$951.9 billion
 1979 Total \$894.3 billion

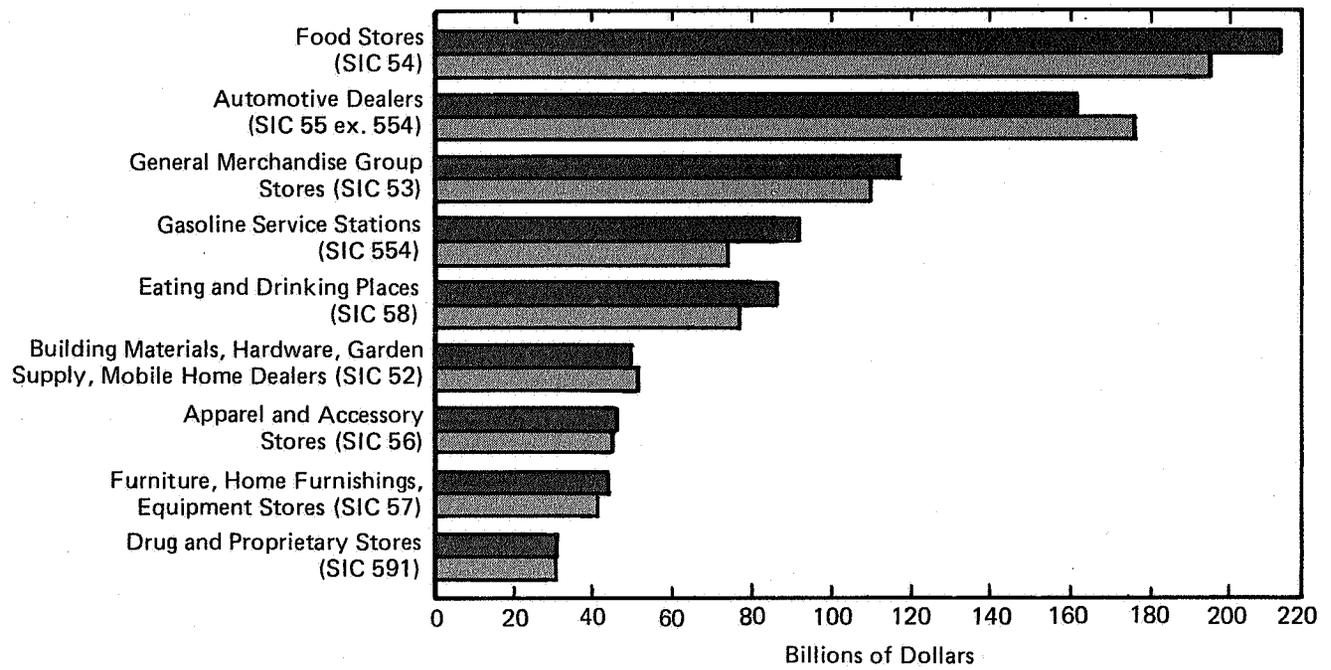


FIGURE 2.
Estimated Sales of All Retail Stores,
by Kind of Business, as a Percentage
of Total Retail Sales: 1980

■ Durable
 ■ Nondurable

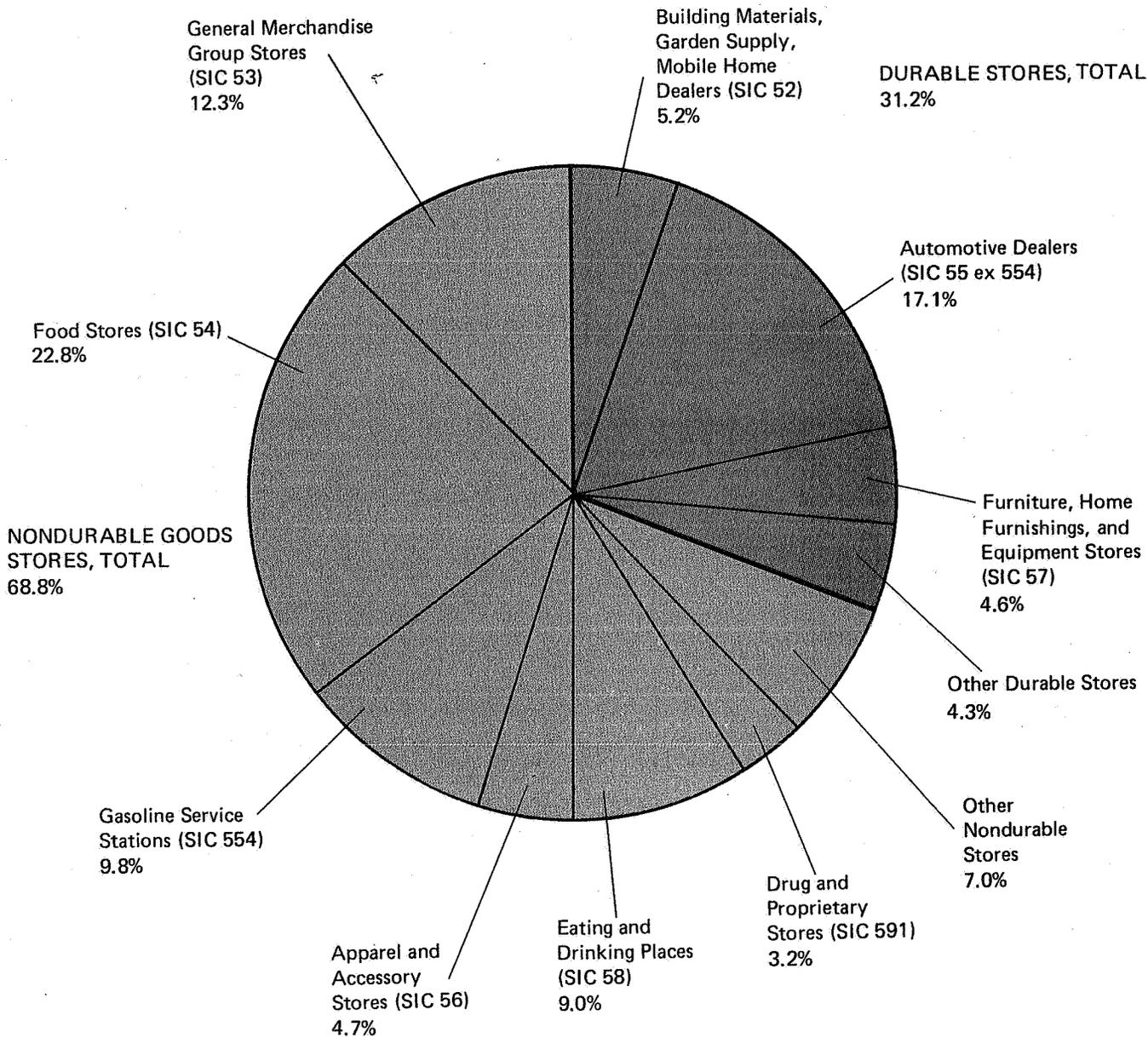


Table 3. Estimated Sales Taxes as a Percent of Sales of All Retail Stores in the United States, by Kind of Business: 1980

1972 SIC code	Kind of business	1980 sales tax (percent)	1972 SIC code	Kind of business	1980 sales tax (percent)
	Retail trade, total.....	3.1		Nondurable goods stores, total.....	3.0
	Total (excluding automotive group).....	3.2	53 531,9	General merchandise group stores.....	4.3
	Durable goods stores, total.....	3.2	531 539 533	Department stores, miscellaneous general merchandise stores.....	4.3
52	Building materials, hardware, garden supply, and mobile home dealers.....	3.7	54	Department stores.....	4.4
521,3,5	Building materials, supply, hardware stores...	3.9	541	Miscellaneous general merchandise stores....	3.6
521, 3	Building material and supply stores.....	3.8	546	Variety stores.....	4.4
525	Hardware stores.....	4.3	554 56	Food stores.....	2.1
55 ex. 554	Automotive dealers.....	2.7	561	Grocery stores.....	2.1
551,2,5, 6,7,9	Motor vehicle and miscellaneous automotive dealers.....	2.6	562,3,8	Retail bakeries.....	1.9
551,2	Motor vehicle dealers.....	2.6	562	Gasoline service stations.....	2.3
551	Motor vehicle dealers (franchised).....	2.6	565	Apparel and accessory stores.....	4.0
553	Auto and home supply stores.....	3.2	566	Men's, boys' clothing, furnishings stores....	3.9
			58	Women's clothing, specialty stores, furriers..	4.1
			5812	Women's ready-to-wear stores.....	4.2
			5812(part)	Family clothing stores.....	4.3
			5812(part)	Shoe stores.....	4.0
57	Furniture, home furnishings, equipment stores...	4.2	5813	Eating and drinking places.....	4.3
571	Furniture and home furnishing stores.....	4.2	591	Eating places.....	4.4
5712	Furniture stores.....	4.4	592	Restaurants, lunchrooms, cafeterias.....	4.3
5722,32	Household appliance, radio and TV stores.....	4.2	596	Refreshment places.....	4.5
5722	Household appliance stores.....	4.2	5961(part)	Drinking places (alcoholic beverages).....	3.7
			53,56, 57,594	Drug stores and proprietary stores.....	2.7
5944	Jewelry stores.....	4.1		Liquor stores.....	4.0
				Nonstore retailers.....	3.1
				Mail order houses (department store merchandise).....	4.1
				GAF, total.....	4.2

Table 4. Estimated Receipts for Carrying Charges or Other Charges for Credit as a Percent of Sales of All Retail Stores in the United States, by Kind of Business: 1980

1972 SIC code	Kind of business	1980 carrying charge (percent)	1972 SIC code	Kind of business	1980 carrying charge (percent)
	Retail trade, total.....	0.4		Nondurable goods stores, total.....	0.5
	Total (excluding automotive group).....	0.5	53 531,9	General merchandise group stores.....	2.0
	Durable goods stores, total.....	0.3	531 539	Department stores, miscellaneous general merchandise stores.....	2.2
525	Hardware stores.....	0.3	56	Department stores.....	2.4
553	Auto and home supply stores.....	0.8	562,3,8	Miscellaneous general merchandise stores.....	1.1
57	Furniture, home furnishings, equipment stores.....	0.7	562	Apparel and accessory stores.....	0.6
571	Furniture and home furnishings stores.....	1.0	565	Women's clothing, specialty stores, furriers....	0.8
5712	Furniture stores.....	1.5	5961(part)	Women's ready-to-wear stores.....	0.9
5722,32	Household appliance, radio and TV stores.....	0.4	53, 56	Family clothing stores.....	1.0
5722	Household appliance stores.....	0.6	57,594	Mail order houses (department store merchandise)....	5.2
5944	Jewelry stores.....	0.6		GAF, total.....	1.2

Note: Kinds of business not shown separately were less than 0.5%.

Table 5. Estimates of Civilian Population, Retail Sales, and Per Capita Sales in the United States: 1971-1980

Year	Civilian population estimates ¹ as of July 1 (thousands)	Retail sales		Durable goods stores		Nondurable goods stores	
		Total (millions of dollars)	Per capita sales (dollars)	Total (millions of dollars)	Per capita sales (dollars)	Total (millions of dollars)	Per capita sales (dollars)
1971.....	204,866	406,234	1,983	128,810	629	277,424	1,354
1972.....	207,511	449,069	2,164	148,427	715	300,642	1,449
1973.....	209,600	509,538	2,431	172,912	825	336,626	1,606
1974.....	211,636	540,988	2,557	169,417	801	371,571	1,756
1975.....	213,788	588,146	2,751	182,966	856	405,180	1,895
1976.....	215,894	657,375	3,045	217,805	1,009	439,570	2,036
1977.....	218,106	725,220	3,325	248,692	1,140	476,528	2,185
1978.....	220,467	804,684	3,650	279,755	1,269	524,929	2,381
1979.....	222,969	894,343	4,011	304,809	1,367	589,534	2,644
1980.....	225,552	951,902	4,220	296,594	1,315	655,308	2,905

¹U.S. Department of Commerce, Bureau of the Census, Current Population Reports, Series, P-25, NO. 904 Aug. 1981.

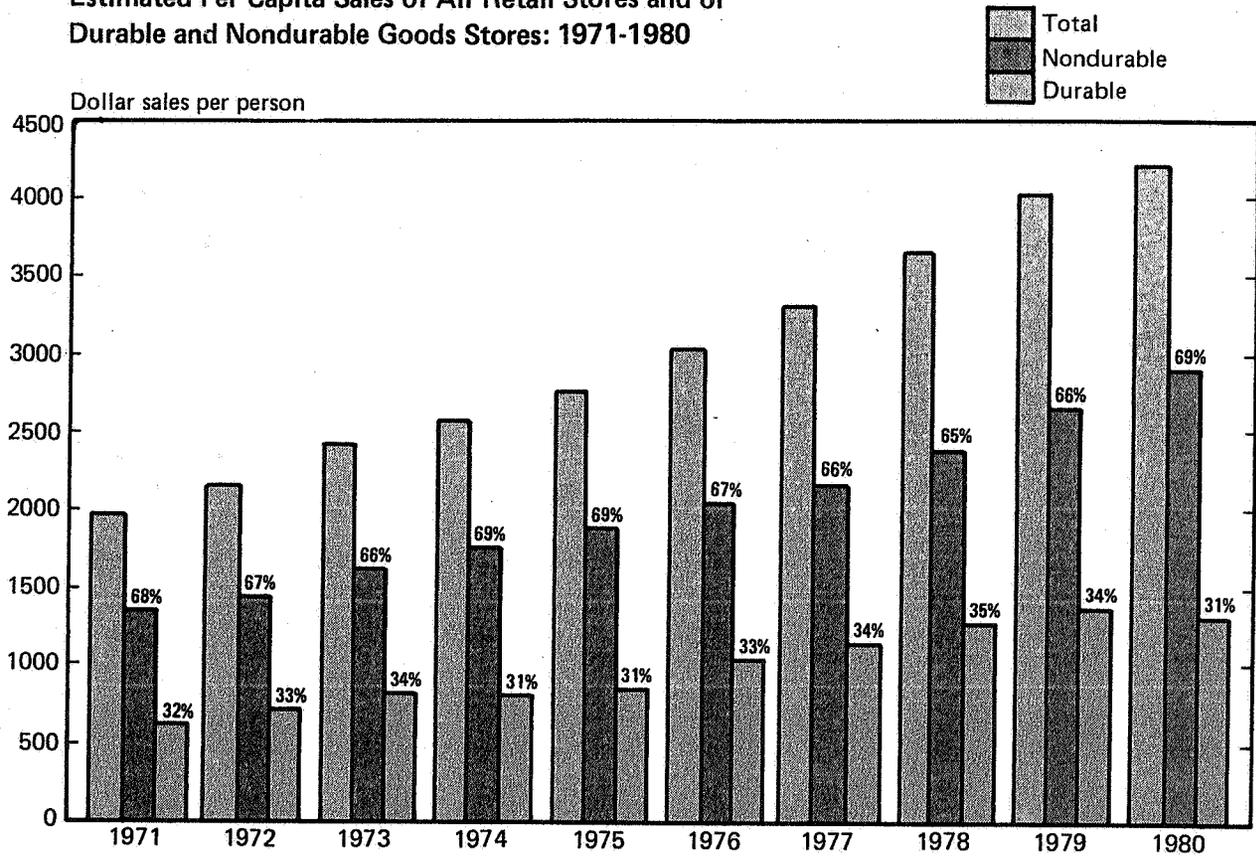
Table 6. Estimated Sales of All Retail Stores in the United States, by Legal Form of Ownership and Kind of Business: 1980

SIC code	Kind of business	Total (millions of dollars)	Individual proprietorships (percent of total)	Partnerships (percent of total)	Corporations (percent of total)
	Retail trade, total.....	951,902	13	4	83
	Total (excluding automotive group).....	789,593	14	4	81
	Durable goods stores, total.....	296,594	10	3	87
52	Building materials, hardware, garden supply, and mobile home dealers...	49,616	12	4	84
55 ex. 554	Automotive dealers.....	162,309	6	2	92
57	Furniture, home furnishings, equipment stores.....	43,416	14	4	81
	Nondurable goods stores, total.....	655,308	14	4	81
53	General merchandise group stores.....	117,227	1	1	98
531	Department stores.....	94,705	(Z)	(Z)	99
54	Food stores.....	217,047	12	4	84
541	Grocery stores.....	200,956	10	3	86
554	Gasoline service stations.....	93,624	39	5	55
56	Apparel and accessory stores.....	44,426	8	3	89
58	Eating and drinking places.....	85,842	19	7	73
591	Drug stores and proprietary stores.....	30,504	9	3	88

Note: Total includes data for kinds of business and forms of ownership not shown separately.

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

FIGURE 3.
Estimated Per Capita Sales of All Retail Stores and of
Durable and Nondurable Goods Stores: 1971-1980



Note: Sales estimates are not adjusted for price changes.

Source: U.S. Department of Commerce, Bureau of the Census, Annual Retail Trade Survey and Current Population Report, Series P-25, No. 904, August 1981

Merchandise Inventories

Merchandise on Hand

The cost of merchandise inventories in stores and warehouses of retail stores in the United States on December 31, 1980, was estimated at \$111.1 billion, or 4.3 percent higher than the estimate of stocks held a year ago. Of this total \$58.1 billion represented the value of stocks of nondurable goods stores, an increase of 7.9 percent over 1979, and \$53.0 billion represented the value of durable goods stores, up 0.6 percent from a year ago.

In the durable goods category, building materials, hardware, garden supply, and mobile home dealers increased the value of inventory holdings 6.8 percent, while furniture, home furnishings, and equipment store stocks rose 2.5 percent from the previous year. Automotive dealers showed a 7.7 percent decrease in the value of holdings year-to-year. In the nondurable goods category, increases were reported by gasoline service stations, up 25.0 percent; liquor stores, up 10.8 percent; food stores, showing a 9.9 percent increase; and eating and drinking places, increasing 7.4 percent year-to-year. Apparel and accessory stores increased 5.8 percent, general merchandise

group stores, 4.7 percent, and drug and proprietary stores were up 5.4 percent from a year ago.

Sales-Inventory Ratio

Annual sales of all retail stores in 1980 were 8.6 times the cost of year-end inventories held in retail stores and warehouses of retail stores compared with 8.4 in 1979. The ratio of sales to year-end inventories for nondurable goods stores was 11.3 in 1980, compared with 10.9 in 1979. The ratio for durable goods stores was 5.6 in 1980 and 5.8 in 1979.

Motor vehicles dealers showed a sales-inventory ratio of 7.1 in 1980, unchanged from the preceding year. The ratio reported by grocery stores for 1980 was 16.6, up from 16.5 for 1979, and department stores showed a ratio of 6.4 in 1980, up from 6.3 a year ago. Furniture, home furnishings, and equipment stores increased to 5.2 for 1980 from 5.1 in 1979, while building materials, hardware, garden supply, and mobile home dealers decreased to 5.4 in 1980 from 5.8 in 1979.

FIGURE 4.
Total Merchandise Inventories of All Retail Stores and Warehouses,
by Major Kind of Business: End of Year 1980 and 1979
 (Merchandise inventories, at cost)

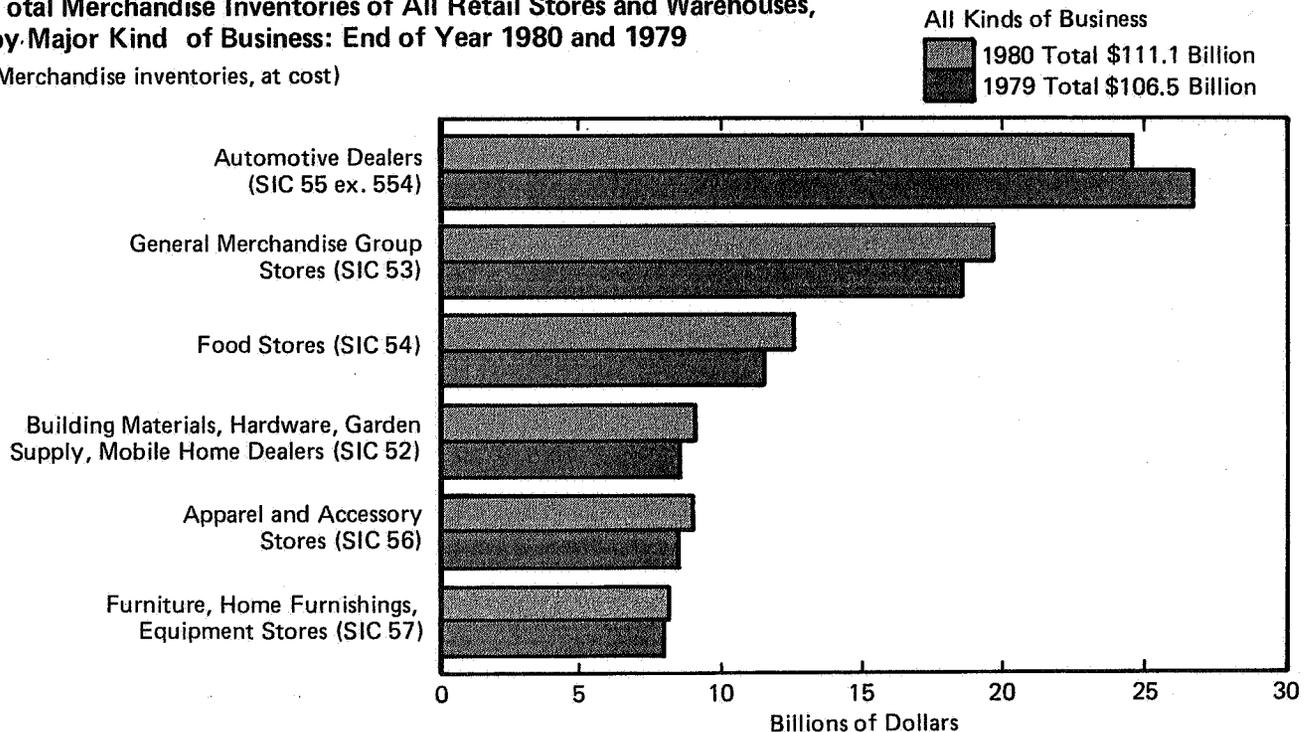


Table 7. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses in the United States, by Kind of Business: End of Year 1980 and 1979

1972 SIC code	Kind of business	Merchandise inventories at cost ¹ (millions of dollars)						Sales-inventory ratio ²			
		Warehouses ³ and stores			Stores			Warehouses and stores		Stores	
		1980	1979 ^r	Percent change	1980	1979 ^r	Percent change	1980	1979 ^r	1980	1979 ^r
	Retail trade, total.....	111,104	106,531	+4.3	98,120	94,792	+3.5	8.6	8.4	9.7	9.4
	Total (excluding automotive group)....	86,396	79,768	+8.3	73,893	68,532	+7.8	9.1	9.0	10.7	10.5
	Durable goods stores, total.....	52,991	52,691	+0.6	50,726	50,220	+1.0	5.6	5.8	5.8	6.1
52	Building materials, hardware, garden supply, and mobile home dealers.....	9,197	8,609	+6.8	8,733	7,993	+9.3	5.4	5.8	5.7	6.3
521,3,5	Building materials, supply, hardware stores..	7,507	7,131	+5.3	7,063	6,552	+7.8	5.5	6.0	5.9	6.6
521,3	Building materials and supply stores.....	5,490	5,273	+4.1	5,097	4,776	+6.7	6.1	6.7	6.5	7.4
525	Hardware stores.....	2,017	1,858	+8.6	1,966	1,776	+10.7	4.1	4.2	4.2	4.4
55 ex. 554	Automotive dealers.....	24,708	26,763	-7.7	24,227	26,260	-7.7	6.6	6.6	6.7	6.7
551,2,5, 6,7,9	Motor vehicle and miscellaneous automotive dealers.....	21,187	23,496	-9.8	20,882	23,120	-9.7	6.8	6.9	6.9	7.0
551,2	Motor vehicle dealers.....	19,170	21,216	-9.6	19,015	20,993	-9.4	7.1	7.1	7.1	7.2
551	Motor vehicle dealers (franchised).....	18,271	20,056	-8.9	18,129	19,849	-8.7	7.0	7.1	7.1	7.1
553	Automotive and home supply stores.....	3,521	3,267	+7.8	3,345	3,140	+6.5	5.1	4.9	5.4	5.1
57	Furniture, home furnishings, equipment stores..	8,346	8,146	+2.5	7,465	7,199	+3.7	5.2	5.1	5.8	5.8
571	Furniture and home furnishings stores.....	4,902	4,756	+3.1	4,454	4,212	+5.7	5.4	5.4	5.9	6.1
5712	Furniture stores.....	3,637	3,666	-0.8	3,291	3,255	+1.1	4.8	4.8	5.3	5.4
5722,32	Household appliance, radio, and TV stores....	2,512	2,427	+3.5	2,116	2,048	+3.3	5.2	5.1	6.2	6.1
5722	Household appliance stores.....	1,116	1,089	+2.5	939	917	+2.4	5.7	5.6	6.8	6.7
5944	Jewelry stores.....	3,454	2,630	+31.3	3,346	2,504	+33.6	2.4	2.5	2.4	2.6
	Nondurable goods stores, total.....	58,113	53,840	+7.9	47,394	44,572	+6.3	11.3	10.9	13.8	13.2
53	General merchandise group stores.....	19,811	18,918	+4.7	15,329	15,045	+1.9	5.9	5.8	7.6	7.3
531,9	Department stores, miscellaneous general merchandise stores.....	17,716	16,890	+4.9	13,518	13,317	+1.5	6.1	6.0	8.0	7.6
531	Department stores.....	14,835	14,024	+5.8	11,027	10,808	+2.0	6.4	6.3	8.6	8.2
533	Variety stores.....	2,095	2,028	+3.3	1,811	1,728	+4.8	4.1	4.1	4.8	4.9
54	Food stores.....	12,660	11,517	+9.9	9,808	8,967	+9.4	17.1	17.0	22.1	21.8
541	Grocery stores.....	12,139	11,068	+9.7	9,313	8,543	+9.0	16.6	16.5	21.6	21.3
554	Gasoline service stations.....	2,909	2,327	+25.0	2,544	2,133	+19.3	32.2	31.5	36.8	34.3
56	Apparel and accessory stores.....	9,041	8,547	+5.8	8,489	8,113	+4.6	4.9	5.0	5.2	5.2
561	Men's, boys' clothing, furnishings stores....	1,848	1,848	0.0	1,702	1,814	-6.2	4.2	4.2	4.6	4.3
562	Women's ready-to-wear stores.....	2,276	2,165	+5.1	2,168	2,070	+4.7	6.6	6.9	7.0	7.2
565	Family clothing stores.....	2,036	1,792	+13.6	1,914	1,666	+14.9	4.7	4.8	5.0	5.2
566	Shoe stores.....	1,998	1,866	+7.1	1,836	1,702	+7.9	3.9	4.0	4.3	4.4
58	Eating and drinking places.....	1,912	1,781	+7.4	1,700	1,549	+9.7	44.9	44.7	50.5	51.4
591	Drug stores and proprietary stores.....	5,153	4,888	+5.4	4,431	4,284	+3.4	5.9	5.8	6.9	6.6
592	Liquor stores.....	1,857	1,676	+10.8	1,631	1,462	+11.6	9.2	9.1	10.5	10.5
53,56,57, 594, 5961 (part)	GAF plus mail-order houses (department store merchandise).....	47,296	44,268	+6.8	40,553	38,239	+6.1	5.1	5.1	5.9	5.9
53,56,57, 594	GAF, total.....	46,281	43,261	+7.0	40,017	37,600	+6.4	5.1	5.1	5.9	5.9

Note: Measures of sampling variability are shown in table 13. U.S. and group totals include kinds of business not shown separately.

^rRevised.

¹Data not adjusted for seasonal variations.

²See explanatory material for an explanation of the method used to calculate sales-inventory ratio.

³Includes merchandise on hand in all off site locations such as warehouses, offices or in transit for distribution to retail locations.

Table 8. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses of Group II Companies in the United States, by Kind of Business: End of Year 1980 and 1979

1972 SIC code	Kind of business	Merchandise inventories at cost ¹ (millions of dollars)						Sales-inventory ratio			
		Warehouses and stores			Stores			Warehouses and stores		Stores	
		1980	1979 ²	Percent change	1980	1979 ²	Percent change	1980	1979 ²	1980	1979 ²
	Retail trade, total.....	39,461	36,981	+6.7	28,967	27,749	+4.4	8.3	8.1	11.3	10.8
	Durable goods stores, total.....	5,475	5,246	+4.4	4,652	4,427	+5.1	4.2	4.2	5.0	5.0
553	Automotive and home supply stores.....	840	869	-3.3	746	780	-4.4	4.1	3.8	4.6	4.3
	Nondurable goods stores, total.....	33,986	31,735	+7.1	24,315	23,322	+4.3	9.0	8.8	12.6	11.9
53	General merchandise group stores.....	17,320	16,512	+4.9	12,987	12,733	+2.0	5.9	5.9	7.9	7.6
531	Department stores.....	13,812	13,119	+5.3	10,118	9,986	+1.3	6.3	6.3	8.6	8.3
533	Variety stores.....	1,686	1,621	+4.0	1,396	1,315	+6.2	4.2	4.2	5.1	5.2
539	Miscellaneous general merchandise stores.....	1,822	1,772	+2.8	1,473	1,432	+2.9	4.3	4.1	5.3	5.1
54	Food stores.....	7,381	6,654	+10.9	4,656	4,190	+11.1	15.6	15.5	24.7	24.6
541	Grocery stores.....	7,289	6,572	+10.9	4,585	4,133	+10.9	15.6	15.5	24.8	24.6
56	Apparel and accessory stores.....	2,796	2,566	+9.0	2,401	2,221	+8.1	5.6	5.6	6.5	6.5
562,3,8	Women's clothing, specialty stores, furriers.	782	730	+7.1	683	643	+6.2	8.0	8.2	9.2	9.3
562	Women's ready-to-wear stores.....	739	692	+6.8	647	611	+5.9	8.2	8.4	9.4	9.5
565	Family clothing stores.....	728	660	+10.3	638	570	+11.9	5.1	5.1	5.8	5.9
566	Shoe stores.....	907	856	+6.0	748	710	+5.4	4.3	4.1	5.3	4.9
5812	Eating places.....	496	499	-0.6	332	291	+14.1	36.0	31.7	53.7	54.3
591	Drug stores and proprietary stores.....	2,748	2,655	+3.5	2,069	2,095	-1.2	5.5	5.3	7.3	6.7

Note: U.S. and group totals include data for kinds of business not shown separately.

²Revised.

¹Data not adjusted for seasonal variations.

**FIGURE 5.
Sales-Inventory Ratios of All Retail Stores
and Warehouses, by Kind of Business: 1980**
(Annual turnover: 1980 sales divided by year-end inventories, at cost)

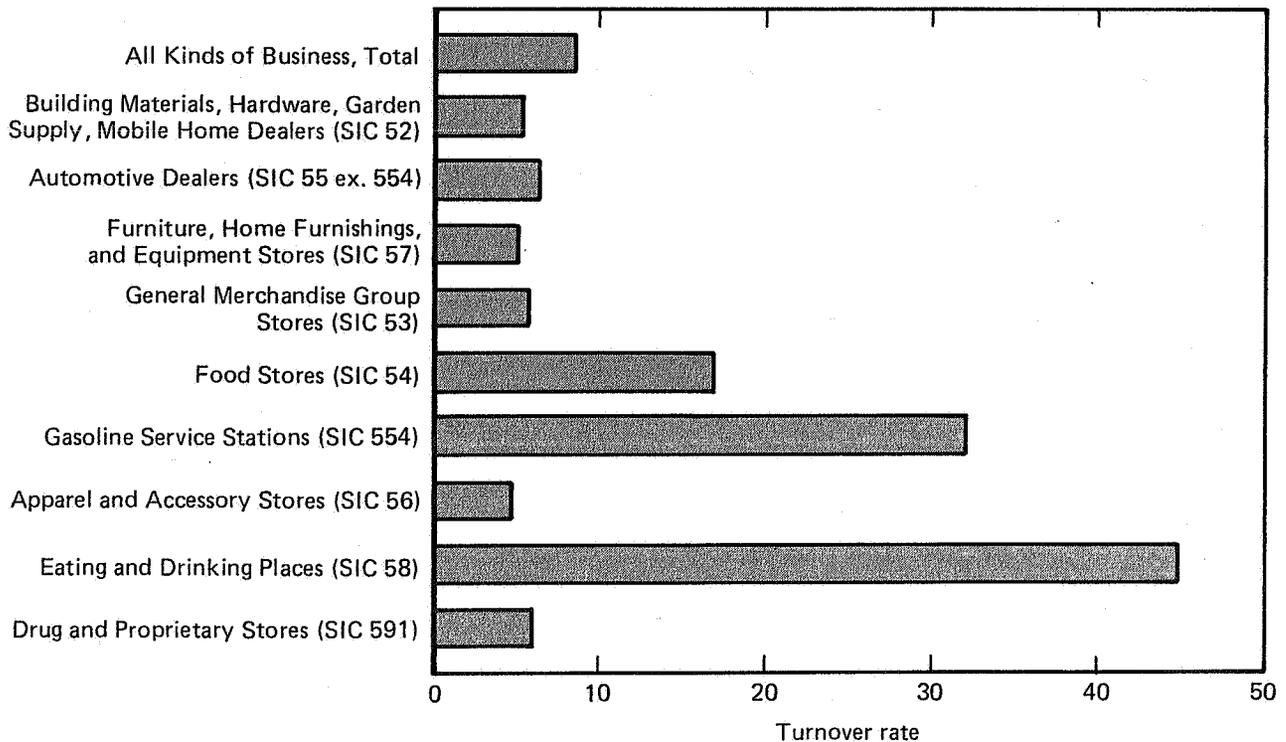


Table 9. Methods of Inventory Valuation by Kind of Business: 1980 and 1979

(Percent of estimated total store and warehouse inventory as shown in table 7)

1972 SIC code	Kind of business	Last in, first out methods ¹		All other methods		1972 SIC code	Kind of business	Last in first out methods ¹		All other methods	
		1980	1979	1980	1979			1980	1979	1980	1979
	Retail trade, total.....	22	21	78	79		Nondurable goods stores, total.....	31	30	69	70
	Total (excluding automot- ive group).....	25	24	75	76	53 531	General merchandise group stores. Department stores.....	51 59	50 59	49 41	50 41
	Durable goods stores, total	13	12	87	88	54 541	Food stores..... Grocery stores.....	27 28	26 27	73 72	74 73
52	Building materials, hardware, garden supply, and mobile home dealers.....	13	12	87	88	554 56	Gasoline service stations..... Apparel and accessory stores.....	9 13	8 10	91 87	92 90
55 ex 554 553	Automotive dealers..... Automotive and home supply stores.....	15 18	12 18	85 82	88 82	58 591 592 53,56,57 594,5961 (part) 53,56,57 594	Eating and drinking places..... Drug stores and proprietary stores Liquor stores..... GAF plus mail-order houses (department store merchandise)...	7 26 7 29	6 24 5	93 74 93	94 76 95 71
57	Furniture, home furnishings, equipment stores.....	8	7	92	93		GAF, total.....	29	28	71	72

¹Costs are based on the assumption that the last units placed in stock are the first to be sold. This category also includes the "Retail" LIFO method, which estimates the purchase cost of inventory from the selling price.

Table 10. Estimated Merchandise Inventories of All Retail Stores and Warehouses by Legal Form of Ownership and Kind of Business: 1980

1972 SIC code	Kind of business	Total	Individual proprietorships	Partnerships	Corporations
		(millions of dollars)	(percent of total)	(percent of total)	(percent of total)
	Retail trade, total.....	111,104	10	3	86
	Total (excluding automotive group).....	86,396	11	3	84
	Durable goods stores, total.....	52,991	11	4	85
52	Building materials, hardware, garden supply, and mobile home dealers...	9,197	12	4	83
55 ex. 554	Automotive dealers.....	24,708	6	3	91
57	Furniture, home furnishings, equipment stores.....	8,346	14	5	81
	Nondurable goods stores, total.....	58,113	9	3	87
53 531	General merchandise group stores..... Department stores.....	19,811 14,835	1 (Z)	(Z) (Z)	98 99
54 541	Food stores..... Grocery stores.....	12,660 12,139	12 11	3 3	84 84
554	Gasoline service stations.....	2,909	36	6	57
56	Apparel and accessory stores.....	9,041	11	4	85
58	Eating and drinking places.....	1,912	19	6	75
591	Drug stores and proprietary stores.....	5,153	9	2	88

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.

Accounts Receivable

Retail stores in the United States reported a total of \$41.1 billion of accounts receivable balances owed to them by customers as of December 31, 1980. Credit balances on charge accounts and on installment accounts amounted to \$12.6 billion and \$28.4 billion, respectively, at the close of 1980.

Receivable balances for nondurable goods stores amounted to \$28.9 billion in total. Department stores reported unpaid balances totalling \$19.3 billion at the end of 1980 (47 percent of the total for all retail stores) and apparel and accessory stores had \$2.0 billion unpaid balances.

Durable goods stores reported balances at \$12.2 billion. Contributing to these figures were automotive dealers with \$3.8 billion and dealers in building materials, hardware, garden supply, and mobile homes and furniture, home furnishings, and equipment stores, both with \$3.4 billion.

Approximately 96 percent of the 1980 year-end credit balances due from customers of the general merchandise group stores was on installment accounts. Installment accounts represented approximately 68 percent of year-end 1980 outstanding balances for furniture, home furnishings, and equipment stores. In contrast, the credit balances outstanding for building materials, hardware, garden supply, and mobile home dealers, and gasoline service stations were predominately on charge accounts (both reporting 86 percent of their total accounts receivables). For automotive dealers, about 58 percent was outstanding due to charge accounts.

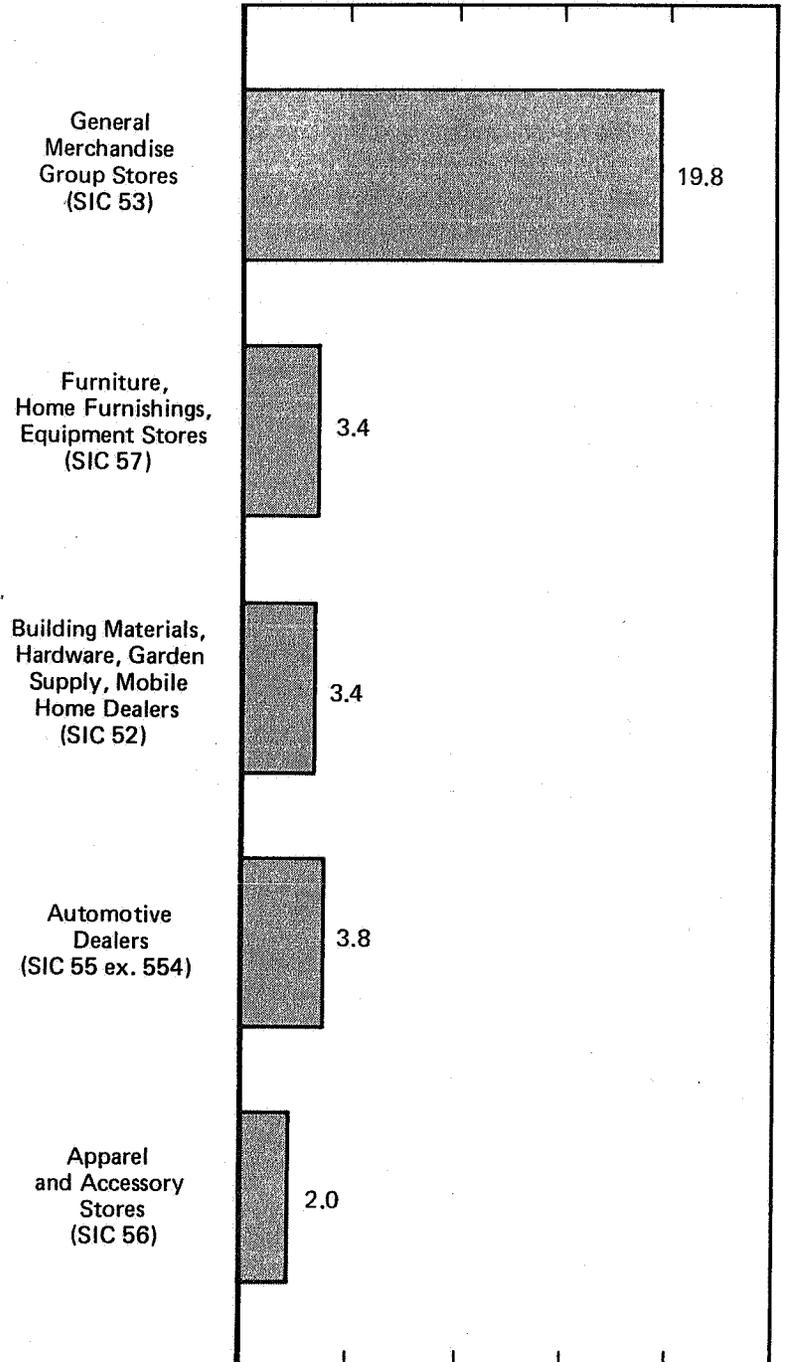
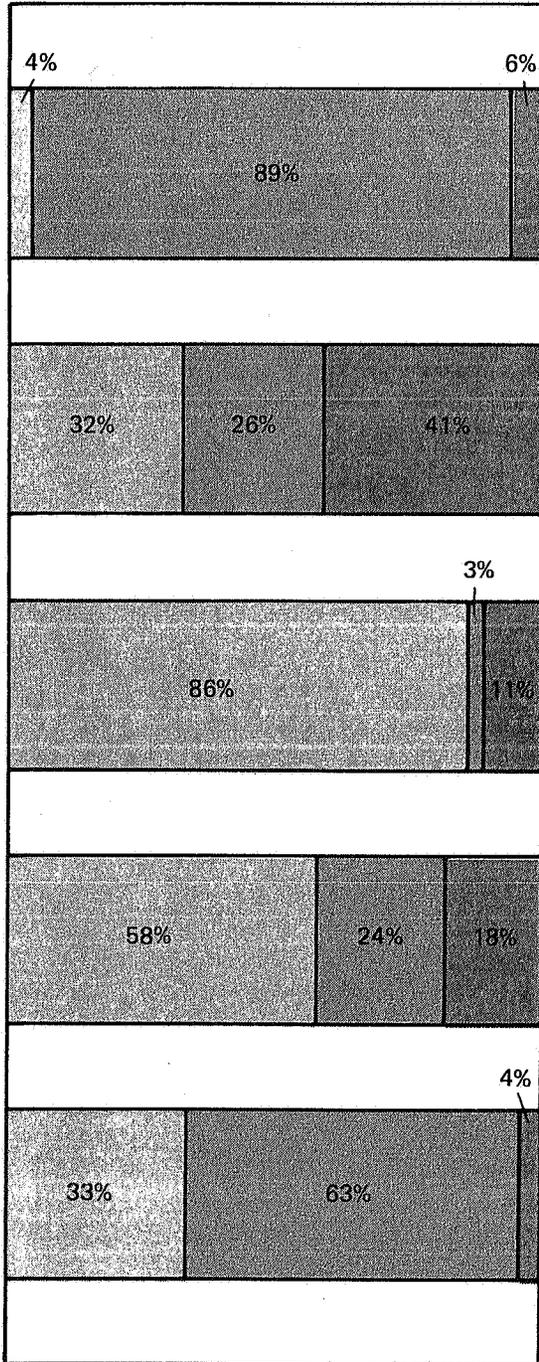
Stores of organizations operating 11 or more retail stores accounted for \$25.4 billion of total receivables at the end of 1980. Credit balances on charge accounts and on installment accounts amounted to \$2.0 billion and \$23.4 billion, respectively, at the close of 1980.

FIGURE 6.
Total Accounts Receivable, Charge, Open-End Installment, and
Closed-End Installment Accounts of All Retail Stores: End of Year 1980

All Kinds of Business

1980 Charge Accounts \$12.6 Billion
 1980 Open-End Installment Accounts \$24.1 Billion
 1980 Closed-End Installment Accounts \$4.3 Billion

1980 Total Accounts Receivable \$41.1 Billion



Types of Accounts as a
 Percent of Total Accounts Receivable

Billions of Dollars

Table 11. Estimated Accounts Receivable of All Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1980 and 1979

(Millions of dollars)

1972 SIC code	Kind of business	1980	1979	Per-cent change	1972 SIC code	Kind of business	1980	1979	Per-cent change
	ACCOUNTS RECEIVABLE					INSTALLMENT ACCOUNTS			
	Retail trade, total.....	41,066	40,387	+1.7		Retail trade, total.....	28,448	28,119	+1.2
	Total (excluding automotive group).....	37,286	37,106	+0.5		Total (excluding automotive group).....	26,868	26,878	0.0
	Durable goods stores, total.....	12,213	11,391	+7.2		Durable goods stores, total.....	5,222	4,537	+15.1
52	Building materials, hardware, garden supply, and mobile home dealers.....	3,358	3,301	+1.7	55 ex 554	Automotive dealers.....	1,580	1,241	+27.3
55 ex 554	Automotive dealers.....	3,780	3,281	+15.2	57	Furniture, home furnishing, and equipment stores.....	2,302	2,151	+7.0
57	Furniture, home furnishings, and equipment stores.....	3,403	3,243	+4.9		Nondurable goods stores, total.....	23,226	23,582	-1.5
	Nondurable goods stores, total.....	28,853	28,996	-0.5	53	General merchandise group stores.....	18,960	19,035	-0.4
53	General merchandise group stores.....	19,816	20,214	-2.0	531	Department stores.....	18,593	18,356	+1.3
531	Department stores.....	19,319	19,445	-0.6	56	Apparel and accessory stores.....	1,363	1,418	-5.3
	CHARGE ACCOUNTS					OPEN-END INSTALLMENT ACCOUNTS			
	Retail trade, total.....	12,615	12,268	+2.8	57	Retail trade, total.....	24,119	23,346	+3.3
	Total (excluding automotive group).....	10,418	10,228	+1.9	53	Total (excluding automotive group).....	23,218	22,914	+1.3
	Durable goods stores, total.....	6,989	6,854	+2.0	531	Durable goods stores, total.....	2,754	2,101	+31.1
52	Building materials, hardware, garden supply, and mobile home dealers.....	2,892	2,961	-2.3	56	Furniture, home furnishings, and equipment stores.....	897	883	+1.6
55 ex 554	Automotive dealers.....	2,197	2,040	+7.7	53	Nondurable goods stores, total.....	21,364	21,245	+0.6
57	Furniture, home furnishings, and equipment stores.....	1,101	1,092	+0.8	531	General merchandise group stores.....	17,687	17,408	+1.6
	Nondurable goods stores, total.....	5,626	5,414	+3.9	56	Department stores.....	17,407	16,840	+3.4
53	General merchandise group stores.....	856	1,168	-26.7	56	Apparel and accessory stores.....	1,261	1,363	-7.5
531	Department stores.....	726	1,089	-33.3		CLOSED-END INSTALLMENT ACCOUNTS			
554	Gasoline service stations.....	838	710	+18.0	57	Retail trade, total.....	4,329	4,773	-9.3
56	Apparel and accessory stores.....	671	759	-11.6	53	Total (excluding automotive group).....	3,650	3,964	-7.9
					531	Durable goods stores, total.....	2,468	2,436	+1.3
						Furniture home furnishings, and equipment stores.....	1,405	1,268	+10.8
						Nondurable goods stores, total.....	1,862	2,337	-20.3
						General merchandise group stores.....	1,273	1,627	-21.8
						Department stores.....	1,186	1,516	-21.8

Note: Measures of sampling variability are shown in table 14.

Source: 1980 data - U.S. Department of Commerce, Bureau of the Census, Annual Retail Trade Survey; 1979 data - U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Report, January 1980.

Table 12. Estimated Accounts Receivable of Retail Stores of Group II Companies in the United States, by Type of Account and Kind of Business: End of Year 1980 and 1979

(Millions of dollars)

1972 SIC code	Kind of business	1980	1979	Per-cent change	1972 SIC code	Kind of business	1980	1979	Per-cent change
	ACCOUNTS RECEIVABLE					INSTALLMENT ACCOUNTS--Continued			
	Retail trade, total.....	25,366	26,317	-3.6	53	General merchandise group stores.....	18,404	18,492	-0.5
	Durable goods stores, total.....	2,473	2,722	-9.1	531	Department stores.....	18,126	17,927	+1.1
	Nondurable goods stores, total.....	22,893	23,595	-3.0	56	Apparel and accessory stores.....	720	807	-10.8
53	General merchandise group stores.....	19,003	19,442	-2.3		OPEN-END INSTALLMENT ACCOUNTS			
531	Department stores.....	18,716	18,863	-0.8		Retail trade, total.....	21,277	20,861	-2.0
56	Apparel and accessory stores.....	829	1,018	-18.6		Durable goods stores, total.....	1,228	958	+28.2
	CHARGE ACCOUNTS					Nondurable goods stores, total.....	20,049	19,903	+0.7
	Retail trade, total.....	2,006	2,674	-25.0	53	General merchandise group stores.....	17,243	16,957	+1.7
	Durable goods stores, total.....	548	783	-30.0	531	Department stores.....	17,003	16,453	+3.3
	Nondurable goods stores, total.....	1,458	1,891	-22.9	56	Apparel and accessory stores.....	655	785	-16.6
53	General merchandise group stores.....	599	950	-36.9		CLOSED-END INSTALLMENT ACCOUNTS			
531	Department stores.....	590	936	-37.0		Retail trade, total.....	2,083	2,782	-25.1
56	Apparel and accessory stores.....	109	211	-48.3		Durable goods stores, total.....	697	981	-29.0
	INSTALLMENT ACCOUNTS					Nondurable goods stores, total.....	1,386	1,801	-23.0
	Retail trade, total.....	23,360	23,643	-1.2	53	General merchandise group stores.....	1,161	1,535	-24.4
	Durable goods stores, total.....	1,925	1,939	-0.7	531	Department stores.....	1,123	1,474	-23.8
	Nondurable goods stores, total.....	21,435	21,704	-1.2					

Source: 1980 data - U.S. Department of Commerce, Bureau of the Census, Annual Retail Trade Survey; 1979 data - U.S. Department of Commerce, Bureau of the Census, Monthly Retail Trade Report, January 1980.

certainty. The company, which could consist of one or more EI's, was then the sampling unit; therefore, any new retail establishments that the company might acquire, even if under new or different EI numbers, were in the sample with certainty.

All retail companies below the certainty cutoff as well as all single establishment retail companies were treated on an EI basis; that is, the EI number was the sampling unit. The EI numbers were then stratified according to their major kind of business and their estimated sales (on a 1972 basis). Within each stratum, a simple random sample of EI's was selected. The sampling rates for these EI numbers varied between 1 in 3 and 1 in 1,000. Three such samples of EI numbers, called panels, were drawn. Since all three panels were canvassed in the annual retail trade sample, the sampling rates varied between 1 in 1 and 1 in 333.

For those EI numbers in the initial sample that were not classified in a kind-of-business category and for all EI "births" after the initial selection, a two-phase selection procedure was used. EI "births," as used here, are new EI numbers recently assigned by the Social Security Administration (SSA) to FICA taxpayers. In the first phase, "births" were stratified by kind of business and size (expected employment or quarterly payroll). A relatively large sample was drawn and canvassed for a more reliable measure of size (sales in two recent months) and a more detailed kind-of-business code, if needed.

Using this more reliable information, the cases selected in the first phase were subjected to probability proportional to size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1974 SSEL. Because of the lag in reporting "births" to the IRS and the SSA and the time needed to accomplish the two-phase birth-selection procedure, "births" are actually added to the sample about 1 to 1½ years after they begin operation. During this period, they are represented by the area sample. The ongoing birth-selection procedure is carried out quarterly.

To be eligible for list sample canvass and tabulation in a given month, a retail business must meet the following requirements:

1. It must be on the latest available IRS mailing list for FICA taxpayers.
2. It must have been selected from either the SSEL or the file of employer "births." For this purpose, a universe file of all businesses ever given a chance of selection is maintained. This file shows, among other things, which EI numbers actually have been selected.

For businesses that were selected into the sample with certainty, the first requirement is changed. These certainty sampling units are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, these businesses are contacted, and, if there are successor businesses, they are added to the survey. This is a tighter form of control for the larger businesses.

The Area Sample. The area sample is a two-stage sample. In the first stage, 10 primary sampling units (single counties or small groups of contiguous counties) were selected with certainty and 48 were drawn with probability proportionate to size (population). 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. Twelve subsamples of these land segments were 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). A different subsample, or panel, is included in the area sample for each month of the year. Each of these 12 panels include approximately 420 land segments.

In the annual retail trade survey sample, three area sample panels are used. This reduces the overall sampling rate to 1 in 333 (1 in 667 or 1 in 1,000 in the smallest PSU's).

All retail establishments in these selected land segments are canvassed. Sufficient information (mainly concerning the 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 EI "births," not represented in the list sources.

Group II Definitions

Group II consists of companies which had 11 or more retail establishments at the time the initial monthly retail trade sample was selected from the 1974 SSEL and qualified for certainty selection. To qualify for certainty, total annual sales of these companies (on a 1972 basis) had to exceed specified dollar volume cutoffs which varied by kind of business. The certainty cutoffs ranged from annual sales of \$2 million to annual sales of \$25 million.

Estimation

The sales and inventories estimates published in this report are derived from two sources: (1) The annual retail trade survey which is based upon summation of weighted data from sampling units in the survey (see description of the sample). The weights used are the inverse of the probability of selection of the sampling units; (2) The 1977 Census of Retail Trade.

Sales. The 1979 and 1980 sales estimates at detailed kind-of-business levels were obtained through the use of a regression estimator except for Department Stores (SIC 5311) and Department Store Mail Order Houses (SIC 5961 part) which are estimated via a ratio estimator.

Sales estimates for aggregate kinds-of-business are derived by summation of estimates computed at detailed kind-of-business levels.

Inventories. The 1979 and 1980 inventories estimates as published were derived by multiplying the 1979 and 1980 sales estimates at detailed kind-of-business levels (computed above) by the inventory-to-sales ratio derived directly from the 1979 and 1980 Annual Retail Trade surveys, respectively. Estimates at levels of aggregation were obtained by summation of estimates computed at detailed kind-of-business levels.

Accounts Receivable. The 1979 accounts receivable estimates were developed from summations of weighted data from the

monthly retail trade survey. The estimates in this report for 1979 are the same as the final estimates for December 1979 as shown in the Current Business Reports, *Monthly Retail Trade, Sales, Accounts Receivable, and Inventories*, BR-80-1. The 1980 accounts receivable estimates were developed from summations of weighted data from the 1980 Annual Retail Trade survey.

Regression and Ratio Estimation Formulas

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

The regression estimator for each detailed kind-of-business is given by

$$\hat{S} = S + B(C_{77} - S_{77})$$

where,

- \hat{S} is the estimated sales as published.
- S is the sales estimate computed directly from the respective 1979 and 1980 *Annual Retail Trade* surveys.
- C_{77} is the sales total from the 1977 Census of Retail Trade.
- S_{77} is the sales estimate computed directly from the 1977 *Annual Retail Trade* survey.
- B is the regression coefficient defined as the ratio of the estimated covariance between S and S_{77} to the estimated variance of S_{77} .

The ratio estimator for SIC's 5311 and 5961 part is given by

$$\hat{S} = \frac{C_{77}}{S_{77}} \times S$$

with variables being defined as above.

Reliability of the Data

Estimated measures of the sampling variability of the estimates, are shown in tables 13 and 14. 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 inventory dollar-volume estimates.

The measures of sampling variability are at the one standard error level. The standard error of the estimate is a measure of the variability among the estimates from all possible samples of the same size and design and, thus, is a measure of the precision with which an estimate from a particular sample approximates the results of a complete enumeration. The coefficient of variation (expressed as a percent) is the standard error of the estimate times 100 percent divided by the value being estimated. Note that the coefficients of variation are estimates derived from the sample and are also subject to sampling variability.

The coefficients of variation presented in tables 13 and 14 permit certain confidence statements about the sample estimates. The particular sample used in this survey was one of a large number of samples of the same size that could have been selected using the same design. In about two out of three of these samples, the estimate would differ from a complete enumeration by less than the corresponding percentage for that estimate shown in tables 13 and 14. In about 19 out of 20 of these samples, the estimates would differ from the result of a complete enumeration by less than twice the percentages shown.

The coefficients of variation shown in this report do not measure biases which might arise from differences of response or nonreporting. Nonresponse amounted to about 7 percent for sales, 5 percent for inventories, and 2 percent for accounts receivable.

Table 13. Estimated Coefficients of Variation for Sales and Inventory Estimates

(In percent)

1972 SIC code	Kind of business	Dollar volume estimates		1972 SIC code	Kind of business	Dollar volume estimates	
		Sales	Inventory			Sales	Inventory
	Retail trade, total.....	0.5	0.7		Nondurable goods stores, total.....	0.6	0.6
	Total (excluding automotive group).....	0.5	0.7	53	General merchandise group stores.....	0.5	0.6
	Durable goods stores, total.....	1.0	1.3	531,9	Department stores, miscellaneous general merchandise stores.....	0.6	0.7
				531	Department stores.....	0	0
				539	Miscellaneous general merchandise stores.....	4.3	4.1
				533	Variety stores.....	1.9	2.5
52	Building materials, hardware, garden supply, and mobile home dealers.....	2.3	2.6	54	Food stores.....	0.9	1.4
521,3,5	Building materials, supply, and hardware stores.....	2.0	2.6	541	Grocery stores.....	0.8	1.4
521,3	Building materials and supply stores.	2.3	3.1	546	Retail bakeries.....	4.3	(NA)
525	Hardware stores.....	4.3	4.8	554	Gasoline service stations.....	2.1	3.5
				56	Apparel and accessory stores.....	1.7	2.2
				561	Men's, boys' clothing, furnishings stores.....	5.9	7.0
				562,3,8	Women's clothing, specialty stores, furriers.....	2.8	4.1
55 ex554	Automotive dealers.....	1.4	1.8	562	Women's ready-to-wear stores.....	2.7	4.4
551,2,5	Motor vehicle and miscellaneous automotive dealers.....	1.5	1.9	565	Family clothing stores.....	1.9	2.3
6,7,9				566	Shoe stores.....	1.9	2.4
551,2	Motor vehicle dealers.....	1.5	1.7	58	Eating and drinking places.....	1.9	3.0
551	Motor vehicle dealers (franchised).	1.6	1.8	5812	Eating places.....	2.1	(NA)
553	Automotive and home supply stores.....	4.5	5.5	5812 (part)	Restaurants, lunchrooms, cafeterias..	3.0	(NA)
				5812 (part)	Refreshment places.....	2.8	(NA)
				5813	Drinking places (alcoholic beverages)..	4.1	(NA)
57	Furniture, home furnishings, and equipment stores.....	2.0	2.0	591	Drug stores and proprietary stores.....	1.8	1.8
571	Furniture and home furnishings stores..	2.6	2.4	592	Liquor stores.....	3.3	4.4
5712	Furniture stores.....	3.2	2.6	596	Nonstore retailers.....	2.1	4.5
5722,32	Household appliance, radio and TV stores.....	3.8	4.2	53,56,57	GAF plus mail-order houses (department store merchandise).....	0.6	0.9
5722	Household appliance stores.....	5.6	6.5	594,5961 (part)			
				53,56			
5944	Jewelry.....	4.7	6.6	57,594	GAF, total.....	0.6	0.9

Note: The estimates of sampling variability shown above are based on sales and inventory estimates derived from the Annual Retail Trade Survey.
(NA) Not available.

Table 14. Estimated Coefficients of Variation for Accounts Receivable Estimates

(In percent)

1972 SIC code	Kind of business	Dollar volume estimates	1972 SIC code	Kind of business	Dollar volume estimates
	ACCOUNTS RECEIVABLE			INSTALLMENT ACCOUNTS	
	Retail stores, total.....	0.9		Retail stores, total.....	0.7
	Durable goods stores, total.....	2.5		Durable goods, total.....	4.1
52	Building materials, hardware, garden supply, and mobile home dealers.....	3.4	55 ex. 554	Automotive dealers.....	7.4
55 ex. 554	Automotive dealers.....	4.4	57	Furniture, home furnishings, and equipment stores.....	5.9
57	Furniture, home furnishings, and equipment stores.....	4.9		Nondurable goods stores, total.....	0.3
	Nondurable goods stores, total.....	0.7	53	General merchandise group stores.....	0.1
	General merchandise group stores.....	0.1	531	Department stores.....	0.0
531	Department stores.....	0.0	56	Apparel and accessory stores.....	2.9
554	Gasoline service station.....	5.8		OPEN-END INSTALLMENT ACCOUNTS	
56	Apparel and accessory stores.....	3.4		Retail stores, total.....	0.3
58	Eating and drinking places.....	6.3		Durable goods stores, total.....	3.0
	CHARGE ACCOUNTS		57	Furniture, home furnishings, and equipment stores.....	5.7
	Retail stores, total.....	2.2		Nondurable goods stores, total.....	0.3
	Durable goods stores, total.....	2.7	53	General merchandise group stores.....	0.1
52	Building materials, hardware, garden supply, and mobile home dealers.....	3.0	531	Department stores.....	0.0
55 ex. 554	Automotive dealers.....	5.5	56	Apparel and accessory stores.....	3.0
57	Furniture, home furnishings, and equipment stores.....	5.7		CLOSED-END INSTALLMENT ACCOUNTS	
	Nondurable goods stores, total.....	3.4	57	Retail stores, total.....	4.7
53	General merchandise group stores.....	1.6		Durable goods stores, total.....	8.1
531	Department stores.....	0.0		Furniture, home furnishings, and equipment stores.....	10.1
554	Gasoline service stations.....	6.5		Nondurable goods stores, total.....	1.9
56	Apparel and accessory stores.....	7.0	53	General merchandise group stores.....	1.5
			531	Department stores.....	0.0

Source: U.S. Department of Commerce, Bureau of the Census, 1980 Annual Retail Trade Survey.

Kind-of-Business Classifications

The kinds of business shown in this report parallel broad classifications defined in the 1972 edition of the Standard Industrial Classification (SIC) manual.

Descriptions of each kind of business follow. Data for some kinds of business are not shown separately but are included in the major group or other totals.

DURABLE GOODS

Building Materials, Hardware, Garden Supply, and Mobile Home Dealers (SIC Major Group 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes.

It includes lumber and other building materials dealers and paint, glass, and wallpaper stores selling to the general public, even if sales to contractors account for a larger proportion of total sales. These establishments are known as "retail" in the trade. Establishments primarily selling these products but not selling to the general public are classified in wholesale trade.

Lumber and Other Building Materials Dealers (SIC 521).¹ Establishments engaged in selling primarily lumber, or lumber and a general line of building materials, to the general public. The lumber which they sell may include rough and dressed lumber, flooring, molding, doors, sashes, frames, and other millwork. The building materials may include roofing, siding, shingles, wallboard, paint, brick, tile, cement, sand, gravel, and other building materials and supplies. Hardware is often an important line of retail lumber and building materials dealers.

Paint, Glass, and Wallpaper Stores (SIC 523).¹ Establishments engaged in selling primarily paint, glass, and wallpaper, or any combination of these lines, to the general public.

Hardware Stores (SIC 525). Establishments primarily selling a number of basic hardware lines such as tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials, no one of which accounts for 50 percent or more of the sales of the establishments.

Retail Nurseries, Lawn and Garden Supply Stores (SIC 526).¹

Establishments primarily engaged in selling trees, shrubs, other plants, seeds, bulbs, mulches, soil conditioners, fertilizers, pesticides, garden tools, and other garden supplies to the general public. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves.

Mobile Home Dealers (SIC 527).¹ Establishments primarily engaged in the retail sale of new and used mobile homes, including parts and accessories.

Automotive Dealers (SIC Major Group 55 ex. 554)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; and those selling new automobile parts and accessories. Automobile repair shops maintained by the establishments engaged in the sale of new automobiles are also included.

Motor Vehicle Dealers (Franchised)—new and Used (SIC 551).

Establishments primarily engaged in the sale of new automobiles or new and used foreign or domestic automobiles. These establishments frequently maintain repair departments and used car lots and carry stocks of replacement parts, tires, batteries, and automotive accessories. Used car lots and repair departments operated by franchised new passenger car dealers are not considered separate locations.

Motor Vehicle Dealers (Nonfranchised)—Used Cars Only (SIC 552).¹ Establishments primarily selling used cars and not holding a franchise for the sale of new cars.

Auto and Home Supply Stores (SIC 553). Establishments primarily engaged in the retail sale of automobile tires, batteries, and other automobile parts and accessories. These establishments frequently sell additional lines of merchandise such as household appliances, radios and television sets, sporting goods, housewares, and hardware.

Boat Dealers (SIC 555).¹ Establishments primarily engaged in the retail sale of new and used motorboats and other watercraft, including parts, accessories, marine supplies, and outboard motors.

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

Recreational and Utility Trailer Dealers (SIC 556).¹ Establishments primarily engaged in the retail sale of new and used recreational trailers, campers (pickup coaches), utility trailers, and other trailers for passenger automobiles, and motor homes, including parts and accessories.

Motorcycle Dealers (SIC 557).¹ Establishments primarily engaged in the retail sale of new and used motorcycles and motor scooters, including parts and accessories.

Automotive Dealers, Not Elsewhere Classified (SIC 559).¹ Establishments primarily engaged in the retail sale of new and used automotive vehicles, such as snowmobiles, dunebuggies, go-carts, and new automotive equipment and supplies, not elsewhere classified.

Furniture, Home Furnishings, and Equipment Stores (SIC Major Group 57)

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

Furniture Stores (SIC 5712). Establishments primarily selling household furniture, beds, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, phonographs, radio and TV sets, and floor coverings, provided the receipts from sales of furniture and sleep equipment exceed those from sales of other merchandise.

Floor Coverings Stores (SIC 5713).¹ Establishments primarily engaged in the retail sale of floor coverings and related products.

Drapery, Curtain, and Upholstery Stores (SIC 5714).¹ Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom-made draperies and slipcovers for household use also are included.

Miscellaneous Home Furnishing Stores (SIC 5719).¹ Establishments primarily engaged in the retail sale of miscellaneous home furnishings, such as china, glassware, and metalware for kitchen and table use, bedding and linen, brooms, brushes, lamps and shades, mirrors and pictures, venetian blinds, and window shades.

Household Appliance Stores (SIC 5722). Establishments primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, and vacuum cleaners. Many such stores also sell radio and television sets. Retail stores operated by public utility companies and primarily engaged in the sale of electric and gas appliances for household use are classified here.

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

Radio and Television Stores (SIC 5732).¹ Establishments primarily engaged in the retail sale and installation of radios, television sets, record players, high fidelity (hi-fi), and sound reproducing equipment. Such establishments also may sell additional lines, such as household appliances, musical instruments, or records.

Music Stores (SIC 5733).¹ Establishments primarily engaged in the retail sale of musical instruments, phonograph records and albums, sheet music, and similar musical supplies.

Miscellaneous Durable Goods Stores (SIC Major Group 59, part)

This includes all retail goods stores not elsewhere classified.

Used Merchandise Stores (SIC 593).² This industry includes stores primarily engaged in the retail sale of used merchandise, antiques, and secondhand goods such as clothing and shoes; furniture; books and rare manuscripts; automobile parts, accessories, tires, batteries; musical instruments; office furniture, phonographs and phonograph records; and store fixtures and equipment. This industry also includes pawnshops.

Sporting Goods Stores and Bicycle Shops (SIC 5941).³ Establishments primarily selling a general or a specialized line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports; bicycles, bicycle parts and accessories; and gymnasium and playground equipment.

Book Stores (SIC 5942).³ Establishments primarily selling new books and periodicals. Stationery and related items may also be sold.

Jewelry Stores (SIC 5944). Establishments primarily engaged in the retail sale of any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches; sterling and plated silverware; and watches and clocks.

Hobby, Toy, and Game Shops (SIC 5945).³ Establishments primarily engaged in the retail sale of toys, games, and hobby kits and supplies.

Camera and Photographic Supply Stores (SIC 5946).³ Establishments primarily engaged in the retail sale of cameras, film, and other photographic supplies and equipment. Excluded are establishments primarily engaged in finishing films.

Gift, Novelty, and Souvenir Shops (SIC 5947).³ Establishments primarily engaged in the retail sale of combined lines of gifts and novelty merchandise, souvenirs, and miscellaneous small art goods such as greeting cards and holiday decorations.

²Data for this kind of business are not shown separately but are included in the durable goods stores total.

³Data for this kind of business are not shown separately but are included in the GAF group.

Optical Goods Stores (SIC 5999 part).² Establishments primarily engaged in the retail sale of eyeglasses and related optical goods. Excluded are establishments whose receipts are primarily from examining eyes and prescribing eyeglasses or contact lenses.

Luggage and Leather Goods Stores (SIC 5948).³ Establishments primarily engaged in the retail sale of luggage, trunks, and leather goods.

Miscellaneous Retail Stores Not Elsewhere Classified (SIC 5999 part).² Establishments primarily engaged in the retail sale of specialized lines of merchandise such as collectors' items and supplies, artists' supplies, orthopedic and artificial limbs, drafting materials, typewriters, pets, religious goods, hearing aids, rubber stamps, monuments and tombstones, and other merchandise not elsewhere classified.

NONDURABLE GOODS

General Merchandise Group Stores (SIC Major Group 53)

This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. The stores included in this group are known as department stores, variety stores, general merchandise stores, general stores, etc.

Department Stores (SIC 531). Establishments normally employing 25 people or more, having sales of apparel and softgoods combined amounting to 20 percent or more of total sales, and engaged in selling each of the following lines of merchandise:

1. *Furniture, home furnishings, appliances, radio and TV sets.*
2. *A general line of apparel for the family.*
3. *Household linens and dry goods.*

To qualify as a department store, sales of each of the lines listed above must be less than 80 percent of total sales. An establishment with total sales of \$10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceed the maximum percent of total sales, provided that the combined sales of the other two groups is \$1 million or more. So-called discount stores are included as department stores, provided they meet the criteria described above.

Variety Stores (SIC 533). Establishments primarily engaged in the retail sale of a variety of merchandise in the low and popular price ranges. Sales usually are made on a cash-and-carry basis with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

²Data for this kind of business are not shown separately but are included in the durable goods stores total.

³Data for this kind of business are not shown separately but are included in the GAF group.

Miscellaneous General Merchandise Stores (SIC 539). Establishments primarily engaged in the retail sale of a general line of apparel, dry goods, hardware, homewares or home furnishings, groceries, and other lines in limited amounts. Stores selling commodities covered in the definition for department stores, but normally having less than 25 employees, and stores usually known as country general stores are included here.

Also included in this classification are establishments whose sales of apparel or of furniture and home furnishings exceed half of their total sales providing that sales of the smaller of the two lines in combination with dry goods and household linens account for 20 percent or more of total sales.

Food Stores (SIC Major Group 54)

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

Grocery Stores (SIC 541). Establishments primarily selling (1) a wide variety of canned or frozen foods, such as vegetable, fruits, and soups; (2) dry groceries, either packaged or in bulk, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers; and (3) other processed food and nonedible grocery items. In addition, these establishments often sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats.

Establishments commonly known as supermarkets, food stores, and delicatessens are included in this classification if receipts from sales of groceries and food items for off-premise preparation and consumption are 50 percent or more of total sales.

Meat and Fish (Seafood) Markets, Including Freezer Provisioners (SIC 542).¹ Establishments primarily engaged in the retail sale of fresh, frozen, or cured meats, fish, shellfish, and other seafood. Frequently these establishments also sell poultry, dairy products, eggs, some groceries, and items commonly used in preparing seafood or consumed with seafood.

Fruit Stores and Vegetable Markets (SIC 543).¹ Establishments primarily selling fresh fruits and fresh vegetables. These establishments frequently carry a limited line of grocery items. Roadside stands of farmers selling only their own produce are not included.

Candy, Nut, and Confectionery Stores (SIC 544).¹ Establishments primarily selling candy, nuts, sweetmeats, and other confections. A soda fountain or lunch counter is frequently operated in these stores. Also included are candy and popcorn stands located in motion picture theaters.

Dairy Products Stores (SIC 545).¹ Establishments primarily engaged in the retail sale of dairy products, such as milk, cream, butter, cheese, and related products, to over-the-counter customers.

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

Retail Bakeries (SIC 546). Establishments primarily engaged in the over-the-counter retail sale of bakery products such as bread, cakes, pies, or cookies, all or some of which may be baked on the premises.

Other Miscellaneous Food Stores (SIC 549).¹ Establishments primarily engaged in the retail sale of specialized foods, not elsewhere classified, such as eggs and poultry, health foods, spices, herbs, coffee, and tea. The poultry stores may sell live poultry, slaughter and clean poultry for their own account and sell dressed fowls, or sell fowl cleaned and dressed by others.

Gasoline Service Stations (SIC 554). Establishments primarily selling gasoline and automotive lubricants. Usually these establishments also sell tires, batteries, and accessories, and perform minor repair work and services. Establishments called garages but deriving more than half of their receipts from the sale of gasoline and automotive lubricants are included.

Apparel and Accessory Stores (SIC Major Group 56)

Establishments in this major group are primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment.

Men's and Boys' Clothing and Furnishings Stores (SIC 561). Establishments primarily selling men's and boys' ready-to-wear clothing and furnishings.

Women's Ready-to-Wear Stores (SIC 562). Establishments primarily selling women's and girls' ready-to-wear apparel.

Women's Accessory and Specialty Stores (SIC 563).¹ Establishments primarily selling a specialized line of women's and girls' apparel, such as sportswear, beachwear, blouses, hosiery, millinery, foundation garments, lingerie, robes, and other intimate wear.

Children's and Infants' Wear Stores (SIC 564).¹ Establishments primarily engaged in the retail sale of children's and infants' clothing, furnishings, and accessories. Such establishments may specialize in either children's or infants' wear or they may sell a combination of children's and infants' wear.

Family Clothing Stores (SIC 565). Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line.

Shoe Stores (SIC 566). Establishments primarily engaged in the retail sale of any one line, or a combination of the lines, of men's, women's, and children's footwear. These establishments frequently carry accessory lines such as hosiery, gloves, and handbags.

Furriers and Fur Shops (SIC 568).¹ Retail establishments primarily engaged in selling fur coats and other fur apparel, including fur apparel made in the same establishment to custom order.

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

Miscellaneous Apparel and Accessory Stores (SIC 569).¹ Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories not elsewhere classified, such as uniforms, bathing suits, raincoats, riding apparel, sports apparel, umbrellas, wigs, and toupees. This industry also includes custom tailors primarily engaged in making and selling men's and women's clothing (except fur apparel SIC 568) to individual order.

Eating and Drinking Places (SIC Major Group 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 refreshments 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 in-plant 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.

Restaurants and Lunchrooms (SIC 5812 part).⁴ Establishments engaged in serving prepared food and beverages selected by the patron from a full menu. Waiter or waitress service is provided and the establishment has seating facilities for at least 15 patrons. These establishments often serve alcoholic beverages, but receipts from the sale of alcoholic beverages may not exceed the receipts from prepared foods.

Social Caterers (SIC 5812 part).⁵ Establishments primarily engaged in serving prepared food and beverages for weddings, banquets, etc., at a hall or similar place rather than at a fixed business location. Such establishments also may arrange for some entertainment but this should be a minor part of the business.

Cafeterias (SIC 5812 part).⁴ Establishments engaged in serving prepared food and beverages primarily through the use of a cafeteria line where customers serve themselves from displayed selections. Some limited waiter or waitress service may be provided. Table and/or booth seating facilities are usually provided.

Refreshment Places (SIC 5812 part). Establishments primarily selling limited lines of refreshments and prepared food items. Included in this group are establishments which prepare refreshment items such as pizza, barbecued chicken, and hamburgers for consumption either on or near the premises or for "take-home" consumption.

Contract Feeding (SIC 5812 part).⁴ Establishments primarily engaged in providing food service under contract to another company; hospital; or governmental, penal, or educational institution. The facilities and personnel of these establishments may be provided by the contracting company, institution, etc.; however, the management is always supplied by the contractor.

⁴Data for this kind of business are not shown separately, but are included in the larger group, "Restaurants, lunchrooms, cafeterias."

⁵Data for this kind of business are not shown separately but are included in the larger group "Eating Places," (SIC 5812).

Ice Cream and Frozen Custard Stands (SIC 5812 part).⁶ Establishments primarily engaged in selling ice cream, frozen custard, or other frozen ices for consumption either on or near the premises. "Take-home" packages also may be provided for ice cream sold in bulk.

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.

Drug Stores and Proprietary Stores (SIC 591). Establishments engaged in the retail sale of prescription drugs and patent medicines, and which may carry a number of related lines such as cosmetics, toiletries, tobacco, and novelty merchandise. Included are drug stores which also have a soda fountain or lunch counter.

These stores are included on the basis of their usual trade designation rather than on the more strict interpretation of commodities handled.

Liquor Stores (SIC 592). Establishments primarily selling 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 Major Group 59, part)

Stationery Stores (SIC 5943).³ Establishments primarily engaged in the retail sale of stationery, such as paper and paper products (including printing and engraving), post cards, novelties, and school and office supplies.

Sewing, Needlework, and Piece Goods Stores (SIC 5949).³ Establishments primarily engaged in the retail sale of sewing supplies, fabrics, patterns, and other needlework accessories.

Mail-Order Houses (Department Store Merchandise) (5961, part).⁷ Establishments with normally 25 or more employees primarily engaged in the retail sale by catalog and mail order of a general line of merchandise similar to that sold by department stores.

³Data for this kind of business are not shown separately but are included in the GAF group.

⁶Data for this kind of business are not shown separately but are included in the larger group "Refreshment Places," (SIC 5812).

⁷Sales made by mail-order catalog desks located within department stores of mail-order firms and the free-standing catalog-order stores of department store firms are included here.

Other Mail-Order Houses (SIC 5961 part).⁸ Establishments primarily engaged in the retail sale of a specialized or limited line of merchandise such as food, automotive merchandise, apparel, books, stationery, etc., by catalog and mail order.

Automatic Merchandising Machine Operators (SIC 5962).⁸ Establishments primarily engaged in the retail sale of products by means of automatic merchandising units (vending machines) which are generally located on the premises of other businesses. Those products include candy, nut, and confectionery; milk and ice cream; other beverages; and tobacco products.

Direct Selling Establishments (SIC 5963).⁸ Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from a truck. The merchandise includes building materials, hardware, and garden supplies; general merchandise; milk; other foods; apparel and accessories; furniture, home furnishings, and equipment; mobile food service; and books and stationery.

Fuel and Ice Dealers, Not Elsewhere Classified (SIC 5982).⁹ Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, ice, or any combination of these lines.

Fuel Oil Dealers (SIC 5983).⁹ Establishments primarily engaged in the retail sale of fuel oil.

Liquefied Petroleum Gas Dealers (SIC 5984).⁹ Establishments primarily engaged in the retail sale of liquefied petroleum (LP) gas (bottled gas or in bulk.)

Florists (SIC 5992).⁹ 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).⁹ Establishments primarily engaged in the retail sale of cigars, cigarettes, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

News Dealers and Newsstands (SIC 5994).⁹ Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

⁸Data for this kind of business are not shown separately but are included in the larger group "Nonstore Retailers," (SIC 596).

⁹Data for this kind of business are not shown separately but are included in the nondurable goods stores total.

EXTRACT OF PERTINENT SECTIONS OF REPORTING FORM

U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS ANNUAL RETAIL TRADE REPORT 1980	NOTICE — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.																
PLEASE READ ALL ACCOMPANYING INSTRUCTIONS																	
Complete and return this form in the enclosed preaddressed envelope to the Bureau of the Census Regional Office within 20 days after you receive it. PROMPT RETURN WILL RESULT IN CONSIDERABLE SAVINGS TO YOUR GOVERNMENT.																	
Item 1B — ORGANIZATIONAL STATUS Mark (X) the ONE box which best describes this firm's form of ownership during 1980																	
0 <input type="checkbox"/> Corporation 1 <input type="checkbox"/> Individual proprietorship	2 <input type="checkbox"/> Partnership 5 <input type="checkbox"/> Governmental — Specify \rightarrow																
8 <input type="checkbox"/> Cooperative association 9 <input type="checkbox"/> Other — Specify \rightarrow																	
Item 1C — NUMBER OF RETAIL ESTABLISHMENTS ON DECEMBER 31, 1980 Enter the total number of retail establishments covered by this report. Do not include any departments and concessions operated by your firm in retail stores of others.	<table border="1" style="width: 100%; height: 40px;"> <tr> <th style="text-align: center;">Number of retail establishments</th> </tr> <tr> <td style="height: 30px;"></td> </tr> </table>	Number of retail establishments															
Number of retail establishments																	
Item 2 — TOTAL SALES OF MERCHANDISE AND OTHER OPERATING RECEIPTS FOR 1980 (See instructions pertaining to item 2 on the enclosed instruction sheet)																	
Book figures for the calendar year January 1 through December 31, 1980, should be reported in items 2A through 2D below. If book figures for the calendar year are not available, carefully prepared estimates for the calendar year are preferable to book figures covering another period.																	
A. Sales of merchandise and other receipts excluding receipts from customers for carrying and other charges for credit and excluding sales taxes collected and remitted by you to taxing authority. NOTE — Include excise taxes on sales of items such as gasoline, liquor, and tobacco.	<table border="1" style="width: 100%; text-align: center;"> <tr> <th style="width: 70%;">Dollars</th> <th style="width: 30%;">Cents</th> </tr> <tr> <td style="font-size: 2em;">\$</td> <td style="font-size: 2em;">.00</td> </tr> </table>	Dollars	Cents	\$.00												
Dollars	Cents																
\$.00																
B. Did your firm collect receipts from customers for carrying charges or other charges for credit? 1 <input type="checkbox"/> Yes — Report the amount of such receipts collected. (Do not include in 2A above.) 2 <input type="checkbox"/> No	<table border="1" style="width: 100%; text-align: center;"> <tr> <th style="width: 70%;">Dollars</th> <th style="width: 30%;">Cents</th> </tr> <tr> <td style="font-size: 2em;">\$</td> <td style="font-size: 2em;">.00</td> </tr> </table>	Dollars	Cents	\$.00												
Dollars	Cents																
\$.00																
C. Did your firm collect sales (or other) taxes which were forwarded to taxing authorities? NOTE — Do not include excise taxes reported in 2A. 1 <input type="checkbox"/> Yes — Report the amount of such sales taxes collected. (Do not include in 2a above.) 2 <input type="checkbox"/> No	<table border="1" style="width: 100%; text-align: center;"> <tr> <th style="width: 70%;">Dollars</th> <th style="width: 30%;">Cents</th> </tr> <tr> <td style="font-size: 2em;">\$</td> <td style="font-size: 2em;">.00</td> </tr> </table>	Dollars	Cents	\$.00												
Dollars	Cents																
\$.00																
D. TOTAL sales of merchandise and other operating receipts including receipts for carrying charges or other charges for credit and sales taxes collected (Sum of lines A through C) \rightarrow	<table border="1" style="width: 100%; text-align: center;"> <tr> <th style="width: 70%;">Dollars</th> <th style="width: 30%;">Cents</th> </tr> <tr> <td style="font-size: 2em;">\$</td> <td style="font-size: 2em;">.00</td> </tr> </table>	Dollars	Cents	\$.00												
Dollars	Cents																
\$.00																
E. Do the data reported in items 2A through 2D represent the calendar year January 1 through December 31, 1980? 1 <input type="checkbox"/> Yes — Go to item 3A 2 <input type="checkbox"/> No — Enter the period that the data represent	<table border="1" style="width: 100%; text-align: center;"> <tr> <th style="width: 15%;">From</th> <th style="width: 15%;">Month</th> <th style="width: 15%;">Day</th> <th style="width: 15%;">Year</th> </tr> <tr> <td></td> <td></td> <td></td> <td>19__</td> </tr> <tr> <th style="width: 15%;">To</th> <th style="width: 15%;">Month</th> <th style="width: 15%;">Day</th> <th style="width: 15%;">Year</th> </tr> <tr> <td></td> <td></td> <td></td> <td>19__</td> </tr> </table>	From	Month	Day	Year				19__	To	Month	Day	Year				19__
From	Month	Day	Year														
			19__														
To	Month	Day	Year														
			19__														

Please continue on reverse side

Item 3A – MERCHANDISE ON HAND (Inventories December 31) <i>(See instructions pertaining to item 3 on the enclosed instruction sheet)</i>	Complete each item, enter "0" if none.	Merchandise inventories at cost value				
		1980		1979		
		Dollars	Cents	Dollars	Cents	
a. Merchandise on hand in retail store(s)	\$		.00	\$		.00
b. Merchandise on hand in warehouses, offices, or in transit for distribution to your retail outlet(s) including merchandise to be distributed to departments and concessions operated by your firm in retail stores of other firms	\$		.00	\$		.00
c. TOTAL merchandise on hand <i>(Sum of lines a and b)</i> →	\$		.00	\$		.00
d. Are the data reported in items 3Aa through 3Ac for a date other than December 31?			1980		1979	
1 <input type="checkbox"/> Yes – Enter the date that the data represent →	Month	Day	Year	Month	Day	Year
2 <input type="checkbox"/> No – Go to Item 3B			19 ____			19 ____

Item 3B – METHOD BY WHICH INVENTORY WAS VALUED *(See instructions pertaining to item 3 on the enclosed instruction sheet)*

a. Was the Last-In, First-out (LIFO) and/or LIFO Retail Method used to value any of the inventory reported in item 3A?
 1 Yes → 2 No – SKIP to item 4

	1980	1979
b. What percentage of total inventory was valued using the: (1) LIFO and/or LIFO Retail Methods.....	%	%
(2) Other methods	%	%
(3) Total	100 %	100 %

c. LIFO adjustment, allowance, or reserve

For those inventories valued under the LIFO and/or LIFO Retail Method, enter the amount of difference between the stated value of inventory and the value of the same inventory if it were derived by a method other than LIFO

	1980		1979		
	Dollars	Cents	Dollars	Cents	
\$.00	\$.00

Item 4 – DEPARTMENT AND CONCESSIONS OPERATED BY OTHER FIRMS IN YOUR RETAIL STORE(S)

A. Did other firms operate any departments or concessions in your retail store(s) in 1980?
 1 Yes → 2 No – SKIP to item 5

	1980	
	Dollars	Cents
B. Total sales excluding sales taxes collected by departments and concessions operated by other firms in your retail store(s) for 1980 <i>(Do not include in item 2A.)</i> .....	\$	.00
C. Total merchandise on hand in departments and concessions operated by other firms in your retail store(s) <i>(Do not include in item 3A.)</i> .....	\$	.00

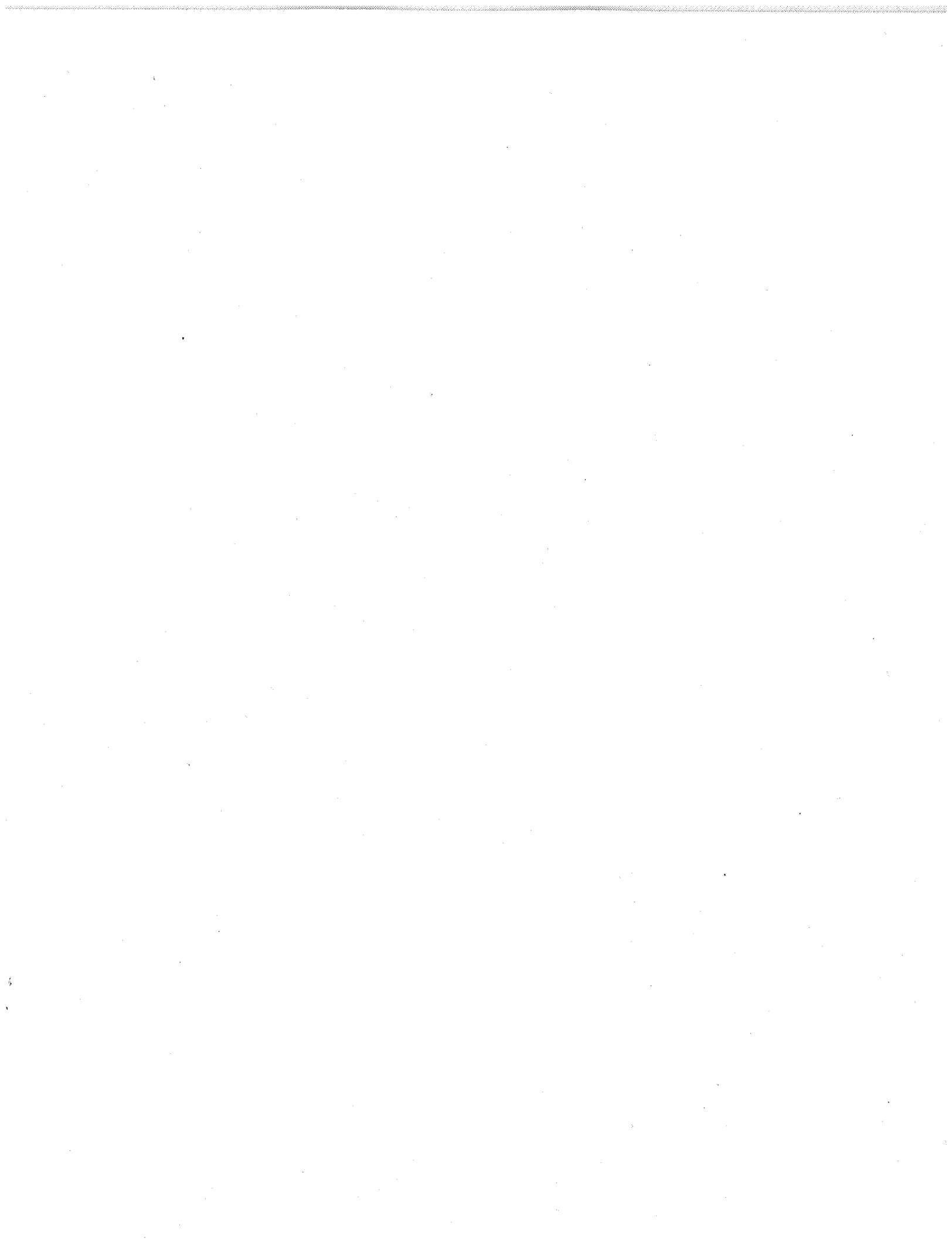
Item 5A – ACCOUNTS RECEIVABLE BALANCES

Does this company extend credit to customers at any of its retail establishments included in item 1C?
 1 Yes – Refer to definitions of types of accounts below before continuing with this item 2 No – SKIP to Item 6

NOTE – Exclude credit which may have originated at this firm, but is actually provided by others, such as banks, finance companies, oil or other credit card issuing companies.

Item 5B – UNPAID BALANCES FOR ALL RETAIL STORES INCLUDED IN ITEM 1C

Type of account <i>Mark (X) one box for each line to indicate type of credit account carried</i>	Balances outstanding as of December 31, 1980	
	Dollars	Cents
a. Charge account 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	\$	.00
b. Installment account (1) Closed-end accounts 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	\$	.00
(2) Open-end accounts (revolving or optional) 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	\$.00
c. TOTAL <i>(Sum of lines a, b(1), and b(2))</i> →	\$.00



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