

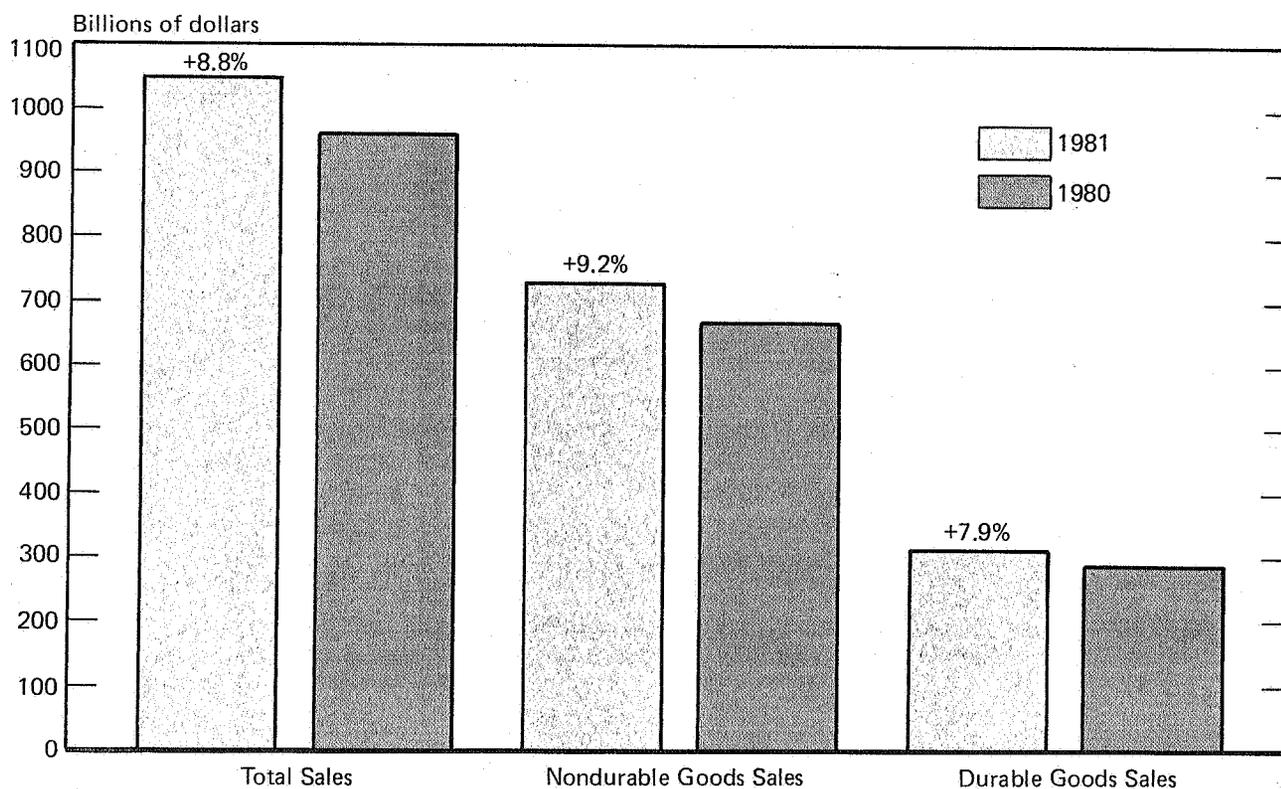
CURRENT
BUSINESS
REPORTS

1981 Retail Trade

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

BR-81-13

Estimated Sales of Total Retail, Nondurable, and Durable
Goods Stores in the United States and Year-to-Year
Percentage Increases: 1980 and 1981



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

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Issued February 1983



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Annual Sales

NOTICE: The 1980 data shown in this publication have been revised, as described on page 13. Revised annual data for 1978 and 1979 for sales and inventories are scheduled to be published in March 1983.

Retail sales in the United States for 1981 rose by 8.8 percent over 1980 sales, surpassing the one trillion dollar mark at \$1,047.6 billion. Sales of nondurable goods stores were up 9.2 percent from the previous year while durable goods stores, following a decline in 1980, showed a 7.9 percent increase in 1981.

The increase in the durable goods category was led by the automotive group, up 9.9 percent over a year ago, to a 1981 sales level of \$173.9 billion. Furniture, home furnishings, and equipment stores showed a year-to-year gain of 5.6 percent

while building materials, hardware, garden supply, and mobile home dealers only increased 3.0 percent.

All nondurable goods categories showed percentage increases in comparison to 1980 levels. General merchandise stores showed the largest increase in 2 years, up 10.6 percent, while food stores posted their smallest increase in 3 years, up 8.3 percent. Also contributing to the upward swing were gasoline service stations with an 11.1 percent gain, drug and proprietary stores with a 9.7 percent gain, eating and drinking places with a 9.1 percent gain, and apparel and accessory stores gained 8.8 percent.

Table 1. Estimated Sales of All Retail Stores in the United States, by Kind of Business: 1981 and 1980

(millions of dollars)									
SIC code	Kind of business	1981	1980 ¹	Percent change	SIC code	Kind of business	1981	1980 ¹	Percent change
	Retail trade, total.....	1,047,573	962,816	+8.8		Nondurable goods stores, total	731,553	670,005	+9.2
	Total (excluding automotive group).....	873,651	804,540	+8.5	53	General merchandise group stores....	127,948	115,733	+10.6
	Durable goods stores, total...	316,020	292,811	+7.9	531, 539	Department stores, miscellaneous general merchandise stores.....	119,243	107,553	+10.9
52	Building materials, hardware, garden supply, and mobile home dealers....	51,968	50,443	+3.0	54	Department stores.....	103,672	93,345	+11.1
521,3,5	Building materials, supply, hardware stores.....	44,800	43,683	+2.6	546	Miscellaneous general merchandise stores.....	15,571	14,208	+9.6
521,3	Building materials and supply stores.....	36,031	35,148	+2.5	554	Variety stores.....	8,705	8,180	+6.4
525	Hardware stores.....	8,769	8,535	+2.7	56	Food stores.....	241,102	222,687	+8.3
	Automotive dealers.....	173,922	158,276	+9.9	561	Grocery stores.....	224,952	207,775	+8.3
55 ex. 554	Motor vehicle and miscellaneous automotive dealers.....	154,676	140,662	+10.0	562,3,8	Retail bakeries.....	3,664	3,502	+4.6
551,2,5,6,7,9	Motor vehicle dealers.....	145,646	132,334	+10.1	565	Gasoline service stations.....	108,231	97,434	+11.1
551,2	Motor vehicle dealers (franchised).....	136,597	124,777	+9.5	566	Apparel and accessory stores.....	50,270	46,188	+8.8
551	Auto and home supply stores.....	19,246	17,614	+9.3	58	Men's, boys' clothing, furnishings stores.....	8,152	7,183	+4.3
	Furniture, home furnishings, equipment stores.....	47,462	44,939	+5.6	5812	Women's clothing, specialty stores, furriers.....	18,553	17,184	+8.0
57	Furniture and home furnishings stores.....	27,488	26,344	+4.3	5812(part)	Women's ready-to-wear stores....	16,868	15,654	+7.8
571	Furniture stores.....	18,835	18,028	+4.5	5813	Family clothing stores.....	10,682	9,796	+9.0
5712	Household appliance, radio, and TV stores.....	15,893	14,648	+8.5	591	Shoe stores.....	9,279	8,307	+11.7
5722,32	Household appliance stores.....	7,576	7,322	+3.5	592	Eating and drinking places.....	98,585	90,367	+9.1
5722	Jewelry stores.....	8,621	7,961	+8.3	596	Eating places.....	87,036	79,594	+9.3
					5961	Restaurants, lunchrooms, cafeterias.....	53,501	49,049	+9.1
					(part)	Refreshment places.....	32,453	29,553	+9.8
					5912	Drinking places (alcoholic beverages).....	11,549	10,773	+7.2
					596	Drug stores and proprietary stores..	33,593	30,613	+9.7
					5961	Liquor stores.....	18,631	17,507	+6.4
					(part)	Nonstore retailers ²	23,742	22,697	+4.6
					53,56,57,594	Mail order houses (department store merchandise).....	4,863	4,521	+7.6
5944						GAF ³ , total.....	259,440	237,667	+9.2

Note: Measures of sampling variability are shown in table 9. U.S. and group totals include kinds of business not shown separately.

¹Data for 1980 have been revised as described on page 13.

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

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

Table 2. Estimated Sales Taxes as a Percent of Sales of All Retail Stores in the United States, by Kind of Business: 1981

SIC code	Kind of business	1981 sales tax (percent)	SIC code	Kind of business	1981 sales tax (percent)
	Retail trade, total.....	3.1		Nondurable goods stores, total.....	3.0
	Total (excluding automotive group).....	3.1	53	General merchandise group stores.....	4.3
			531,9	Department stores, miscellaneous general merchandise stores.....	4.4
	Durable goods stores, total.....	3.2	531	Department stores.....	4.4
			539	Miscellaneous general merchandise stores....	4.1
			533	Variety stores.....	4.6
52	Building materials, hardware, garden supply, and mobile home dealers.....	3.7	54	Food stores.....	2.0
521,3,5	Building materials, supply, hardware stores....	3.8	541	Grocery stores.....	2.1
521, 3	Building material and supply stores.....	3.8	546	Retail bakeries.....	1.2
525	Hardware stores.....	4.1	554	Gasoline service stations.....	2.1
			56	Apparel and accessory stores.....	4.1
			561	Men's, boys' clothing, furnishings stores.....	4.2
55 ex. 554	Automotive dealers.....	2.5	562,3,8	Women's clothing, specialty stores, furriers...	4.2
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	2.4	562	Women's ready-to-wear stores.....	4.3
551,2	Motor vehicle dealers.....	2.4	565	Family clothing stores.....	4.2
551	Motor vehicle dealers (franchised).....	2.4	566	Shoe stores.....	3.9
553	Auto and home supply stores.....	3.4	58	Eating and drinking places.....	4.4
			5812	Eating places.....	4.5
			5812(part)	Restaurants, lunchrooms, cafeterias.....	4.5
			5812(part)	Refreshment places.....	4.4
57	Furniture, home furnishings, equipment stores....	4.2	5813	Drinking places (alcoholic beverages).....	3.9
571	Furniture and home furnishing stores.....	4.1	591	Drug stores and proprietary stores.....	2.8
5712	Furniture stores.....	4.3	592	Liquor stores.....	3.9
5722,32	Household appliance, radio and TV stores.....	4.3	596	Nonstore retailers.....	2.7
5722	Household appliance stores.....	4.2	5961(part)	Mail order houses (department store merchandise).....	4.0
			53,56,57,594	GAF, total.....	4.3
5944	Jewelry stores.....	4.4			

FIGURE 1. Estimated Sales of All Retail Stores in the United States, by Selected Kind of Business: 1981 and 1980

All Kinds of Business
 1981 Total \$1047.6 billion
 1980 Total \$ 962.8 billion

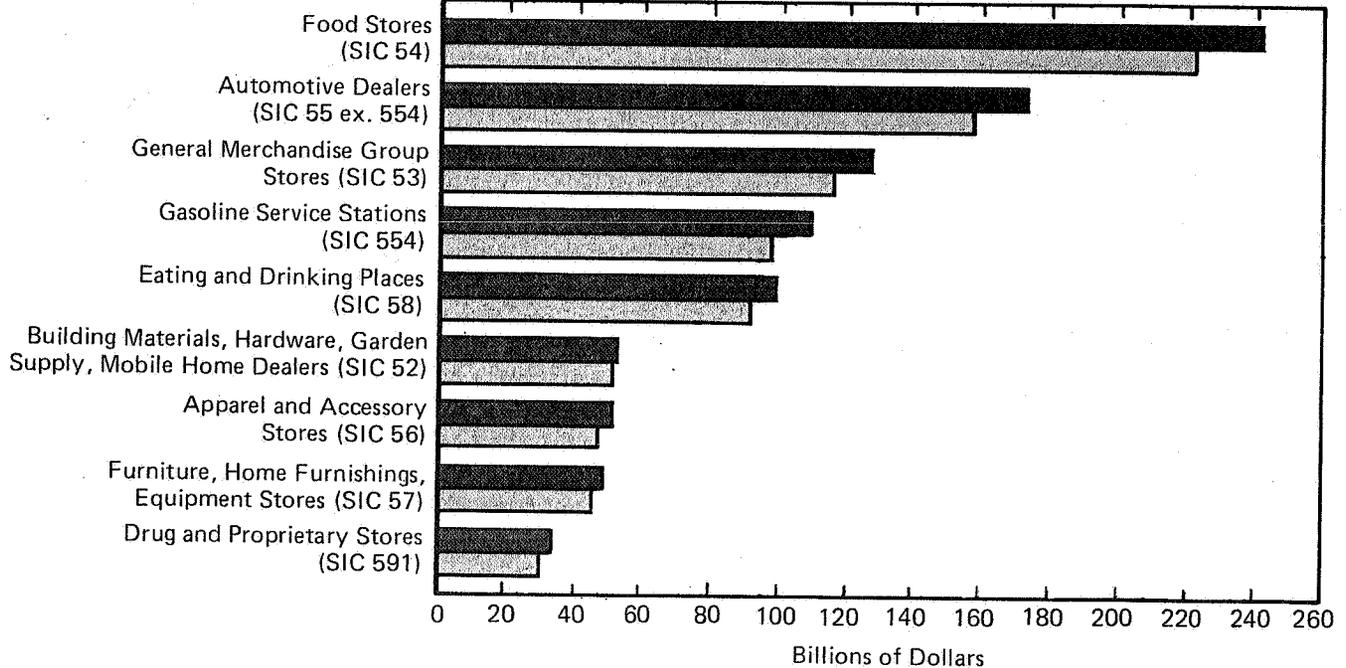


FIGURE 2.
Estimated Sales of All Retail Stores,
by Kind of Business, as a Percentage
of Total Retail Sales: 1981

Durable
 Nondurable

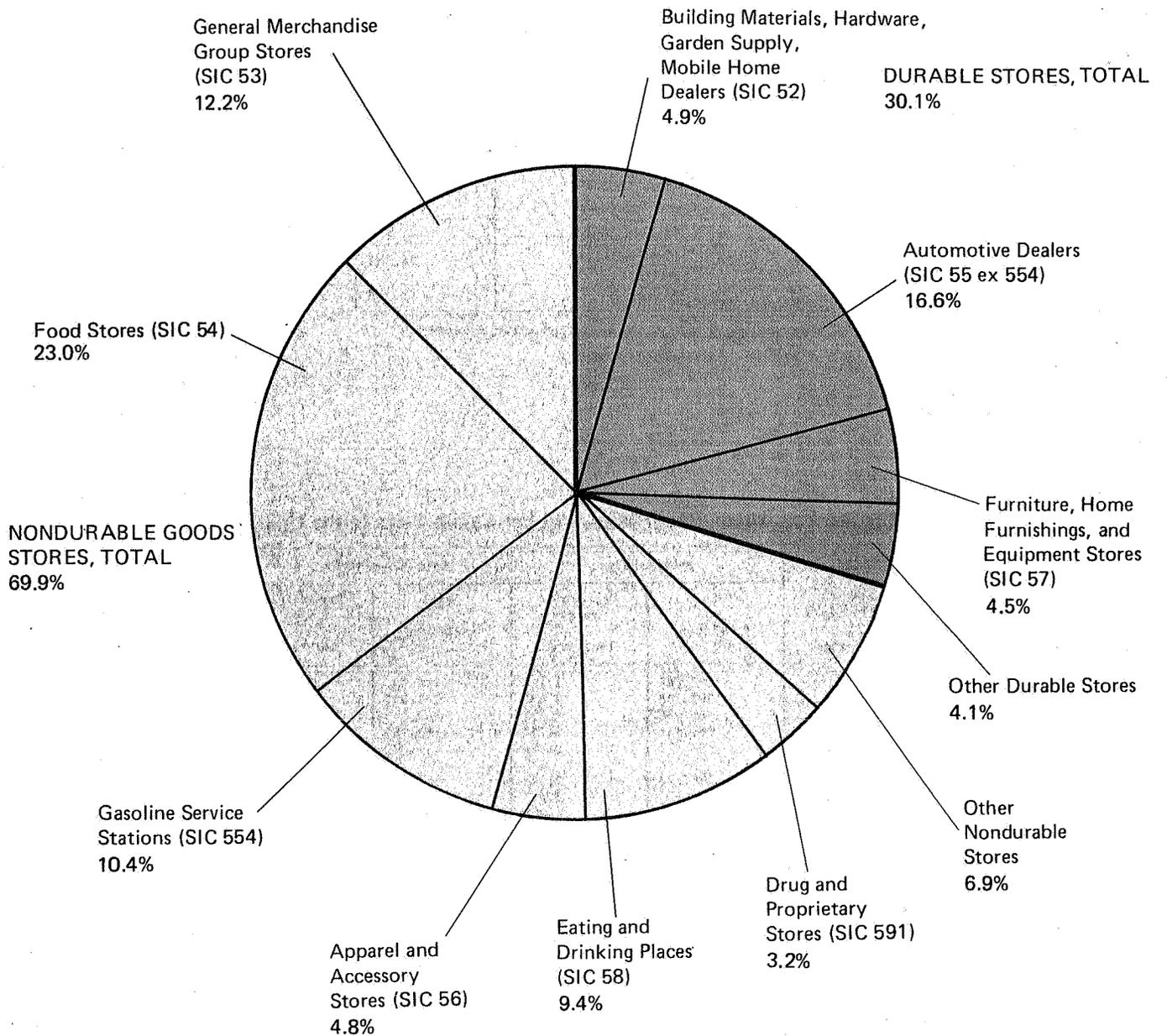


Table 3. Estimated Sales of All Retail Stores in the United States, by Legal Form of Ownership and Kind of Business: 1981

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.....	1,047,573	12	3	84
	Total (excluding automotive group).....	873,651	13	4	83
	Durable goods stores, total.....	316,020	9	3	87
52	Building materials, hardware, garden supply, and mobile home dealers...	51,968	8	4	87
55 ex. 554	Automotive dealers.....	173,922	6	2	92
57	Furniture, home furnishings, equipment stores.....	47,462	12	4	84
	Nondurable goods stores, total.....	731,553	13	3	83
53	General merchandise group stores.....	127,948	1	(Z)	98
531	Department stores.....	103,672	(Z)	(Z)	99
54	Food stores.....	241,102	10	3	86
541	Grocery stores.....	224,952	9	3	88
554	Gasoline service stations.....	108,231	34	4	61
56	Apparel and accessory stores.....	50,270	9	3	87
58	Eating and drinking places.....	98,585	17	5	77
591	Drug stores and proprietary stores.....	33,593	8	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.

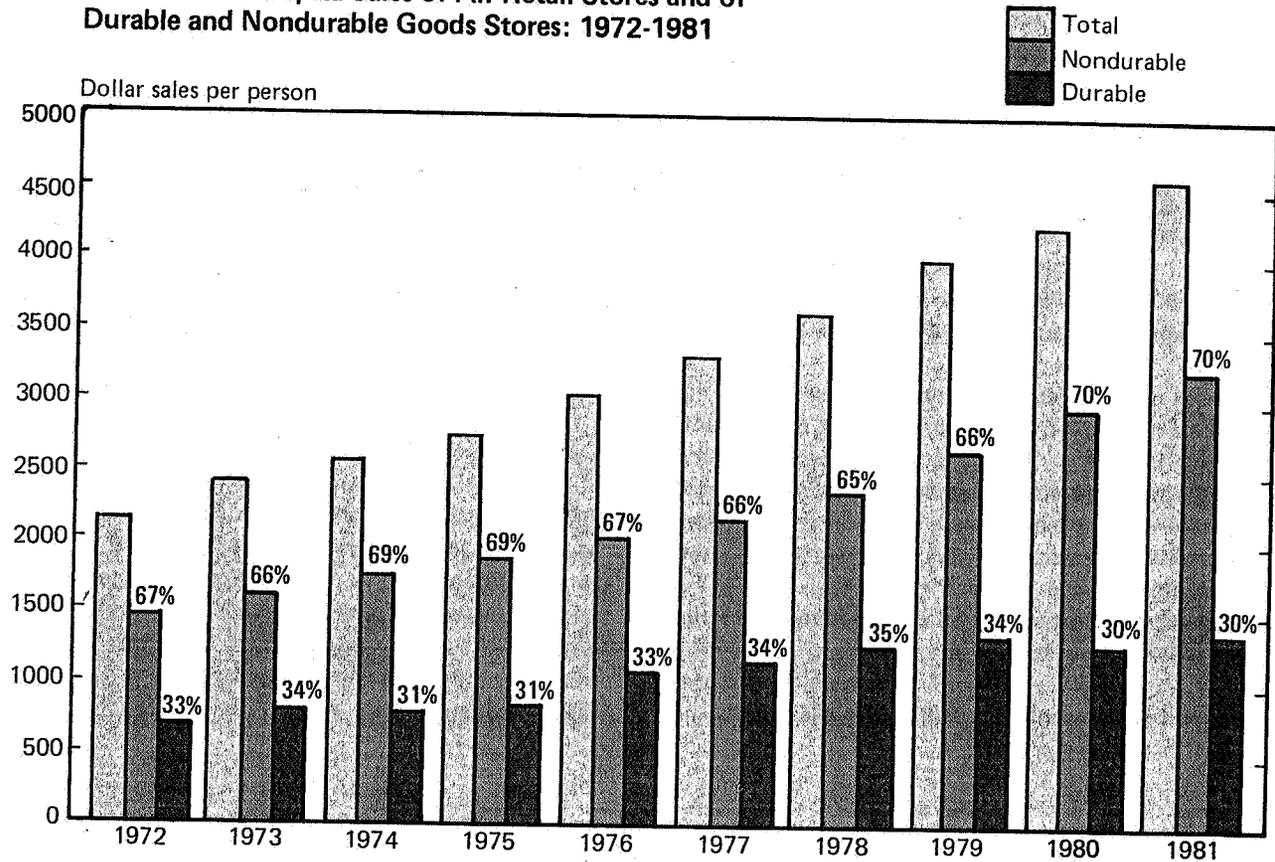
Table 4. Estimates of Civilian Population, Retail Sales, and Per Capita Sales in the United States: 1972 to 1981

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)
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 ²	3,650	279,755 ²	1,269	524,929 ²	2,381
1979.....	222,969	894,343 ²	4,011	304,809 ²	1,367	589,534 ²	2,644
1980.....	225,552	962,816	4,269	292,811	1,298	670,005	2,971
1981.....	227,659	1,047,573	4,602	316,020	1,388	731,553	3,213

¹U.S. Department of Commerce, Bureau of the Census, Current Population Reports, Series, p-25, No. 920 September 1982.

²Revised annual data for 1979 and 1978 are scheduled to be published in March 1983.

FIGURE 3.
Estimated Per Capita Sales of All Retail Stores and of
Durable and Nondurable Goods Stores: 1972-1981



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. 920, September 1982

Merchandise Inventories

MERCHANDISE ON HAND

The cost of merchandise inventories in retail stores and warehouses in the United States on December 31, 1981, was \$123.6 billion, 8.8 percent higher than the estimate of stocks held a year ago. Of this total \$65.2 billion represented the value of stocks of nondurable goods stores, an increase of 9.1 percent from 1980, and \$58.4 billion represented the value of stocks of durable goods stores, up 8.6 percent from a year ago.

In the durable goods category, automotive dealers had the largest increase in the value of inventory holdings, 8.5 percent, reversing a sharp decline in 1980. Stocks of furniture, home furnishings, and equipment stores rose 5.7 percent while building materials, hardware, garden supply, and mobile home dealers showed the smallest increase, only 5.1 percent. In the nondurable goods category, the largest increase was reported by apparel and accessory stores, up 11.2 percent; followed by the general merchandise group stores, up 10.3 percent; and drug and proprietary stores with a gain of 9.1 percent. Inventories of food stores rose 9.0 percent from 1980 while gasoline service

stations and liquor stores showed increases of 5.7 percent and 5.2 percent, respectively. Inventory holdings of eating and drinking places were up 8.5 percent from a year ago.

SALES-INVENTORY RATIO

Annual sales of all retail stores in 1981 were 8.5 times the cost of year-end inventories held in retail stores and warehouses, unchanged from 1980. The ratio of sales to year-end inventories was 11.2 for nondurable goods stores and 5.4 for durable goods stores.

Gasoline service stations showed the largest increase in the relationship of sales to inventories with a ratio of 32.2 in 1981 up 1.6 from 30.6 the preceding year. The ratio for eating and drinking places rose from 44.1 in 1980 to 44.4 in 1981 while the automotive dealers ratio for 1981 was 6.5 compared to 6.4 the preceding year. The relationship of sales to year-end inventories for general merchandise group stores and furniture, home furnishings, and equipment stores remained unchanged from 1980, with ratios of 5.9 and 4.9, respectively. The ratio for food stores declined slightly from 17.0 in 1980 to 16.9 in 1981.

FIGURE 4.
Total Merchandise Inventories of All Retail Stores and Warehouses,
by Major Kind of Business: End of Year 1981 and 1980
(Merchandise inventories, at cost)

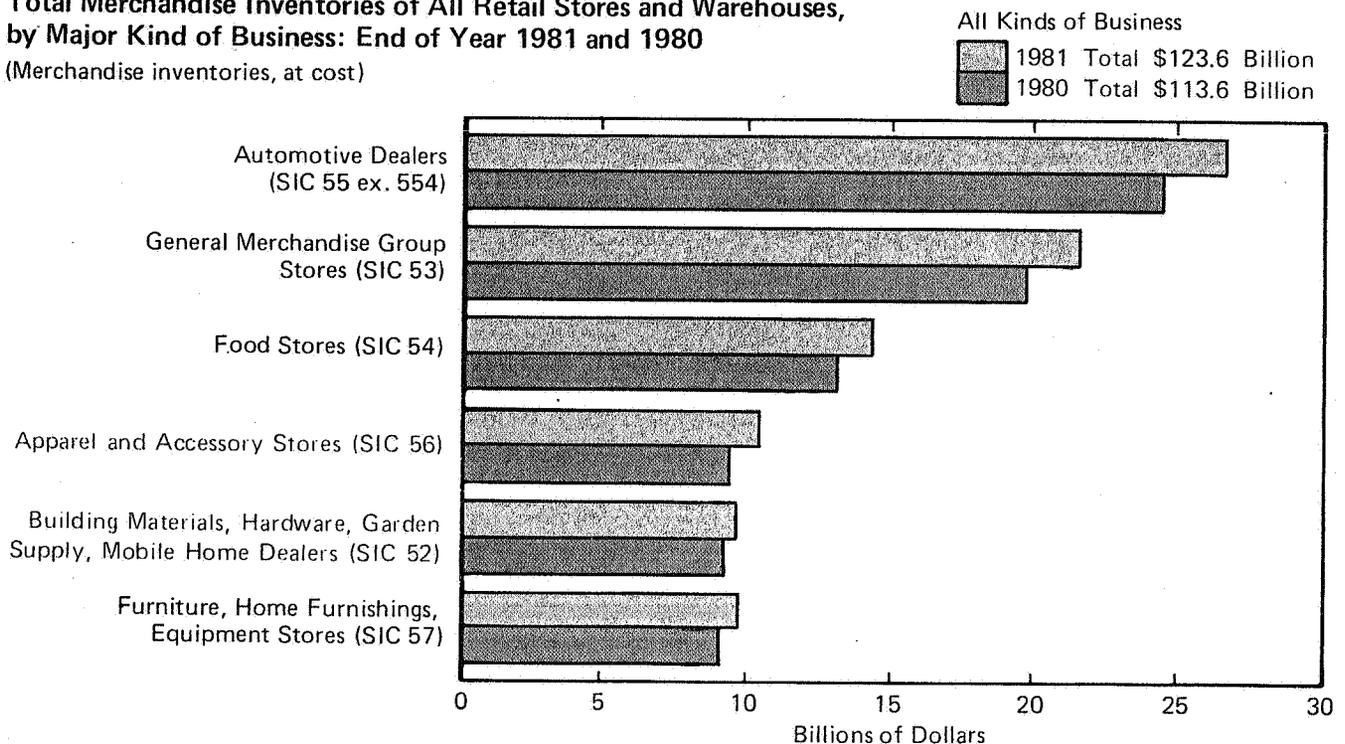


Table 5. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses in the United States, by Kind of Business: End of Year 1981 and 1980

SIC code	Kind of business	Merchandise inventories at cost ¹						Sales-inventory ratio ²			
		Warehouses ³ and stores (millions of dollars)		Per-cent change	Stores (millions of dollars)		Per-cent change	Warehouses and stores		Stores	
		1981	1980		1981	1980		1981	1980	1981	1980
	Retail trade, total.....	123,591	113,559	+8.8	107,941	99,223	+8.8	8.5	8.5	9.7	9.7
	Total (excluding automotive group)...	96,953	89,017	+8.9	81,958	75,313	+8.8	9.0	9.0	10.7	10.7
	Durable goods stores, total.....	58,441	53,824	+8.6	55,273	50,771	+8.9	5.4	5.4	5.7	5.8
52	Building materials, hardware, garden supply, and mobile home dealers.....	9,737	9,268	+5.1	9,148	8,718	+4.9	5.3	5.4	5.7	5.8
521,3,5	Building materials, supply, hardware stores	8,349	7,943	+5.1	7,813	7,444	+5.0	5.3	5.5	5.7	5.8
521,3	Building materials and supply stores.....	6,040	5,730	+5.4	5,554	5,280	+5.2	5.9	6.1	6.4	6.6
525	Hardware stores.....	2,309	2,213	+4.3	2,259	2,164	+4.4	3.8	3.9	3.9	3.9
55ex,554	Automotive dealers.....	26,638	24,542	+8.5	25,983	23,910	+8.7	6.5	6.4	6.7	6.6
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	23,185	21,156	+9.6	22,920	20,921	+9.6	6.7	6.6	6.7	6.7
551,2	Motor vehicle dealers.....	20,610	18,910	+9.0	20,428	18,751	+8.9	7.1	7.0	7.1	7.1
551	Motor vehicle dealers (franchised).....	19,560	18,022	+8.5	19,382	17,866	+8.5	7.0	6.9	7.0	7.0
553	Automotive and home supply stores.....	3,453	3,386	+2.0	3,063	2,989	+2.5	5.6	5.2	6.3	5.9
57	Furniture, home furnishings, equipment stores	9,722	9,197	+5.7	8,469	7,999	+5.9	4.9	4.9	5.6	5.6
571	Furniture and home furnishings stores.....	5,525	5,227	+5.7	4,971	4,696	+5.9	5.0	5.0	5.5	5.6
5712	Furniture stores.....	4,069	3,890	+4.6	3,646	3,484	+4.6	4.6	4.6	5.2	5.2
5722,32	Household appliance, radio, and TV stores..	3,078	2,886	+6.7	2,464	2,305	+6.9	5.2	5.1	6.5	6.4
5722	Household appliance stores.....	1,390	1,344	+3.4	1,115	1,077	+3.5	5.5	5.4	6.8	6.8
5944	Jewelry stores.....	3,802	3,228	+17.8	3,680	3,119	+18.0	2.3	2.5	2.3	2.6
	Nondurable goods stores, total.....	65,150	59,735	+9.1	52,668	48,452	+8.7	11.2	11.2	13.9	13.8
53	General merchandise group stores.....	21,808	19,766	+10.3	16,722	15,328	+9.1	5.9	5.9	7.7	7.6
531,9	Department stores, miscellaneous general merchandise stores.....	19,848	17,819	+11.4	15,072	13,661	+10.3	6.0	6.0	7.9	7.9
531	Department stores.....	16,315	14,610	+11.7	11,969	10,823	+10.6	6.4	6.4	8.7	8.6
533	Variety stores.....	1,960	1,947	+0.7	1,650	1,667	-1.0	4.4	4.2	5.3	4.9
54	Food stores.....	14,300	13,117	+9.0	11,006	10,161	+8.3	16.9	17.0	21.9	21.9
541	Grocery stores.....	13,584	12,494	+8.7	10,367	9,604	+7.9	16.6	16.6	21.7	21.6
554	Gasoline service stations.....	3,363	3,181	+5.7	2,983	2,770	+7.7	32.2	30.6	36.3	35.2
56	Apparel and accessory stores.....	10,561	9,500	+11.2	9,876	8,884	+11.2	4.8	4.9	5.1	5.2
561	Men's, boys' clothing, furnishings stores..	2,070	1,936	+6.9	1,951	1,822	+7.1	3.9	4.0	4.2	4.3
562	Women's ready-to-wear stores.....	2,722	2,417	+12.6	2,550	2,264	+12.6	6.2	6.5	6.6	6.9
565	Family clothing stores.....	2,200	2,008	+9.6	1,973	1,810	+9.0	4.9	4.9	5.4	5.4
566	Shoe stores.....	2,350	2,137	+10.0	2,213	1,999	+10.7	3.9	3.9	4.2	4.2
58	Eating and drinking places.....	2,220	2,047	+8.5	1,804	1,696	+6.4	44.4	44.1	54.6	53.3
591	Drug stores and proprietary stores.....	5,600	5,132	+9.1	4,870	4,479	+8.7	6.0	6.0	6.9	6.8
592	Liquor stores.....	2,177	2,070	+5.2	1,949	1,821	+7.0	8.6	8.5	9.6	9.6
53,56,57,594	GAP, total.....	52,553	47,649	+10.3	44,975	40,868	+10.0	4.9	5.0	5.8	5.8

Note: Measures of sampling variability are shown in table 9. U.S. and group totals include kinds of business not shown separately.

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 6. Methods of Inventory Valuation, by Kind of Business: 1981 and 1980

(Percent of estimated total store and warehouse inventory as shown in table 5)

SIC code	Kind of business	Last in, first out methods ¹		All other methods		SIC code	Kind of business	Last in, first out methods ¹		All other methods	
		1981	1980	1981	1980			1981	1980	1981	1980
	Retail trade, total.....	25	24	75	76		Nondurable goods stores, total.....	37	35	63	65
	Total (excluding automotive group).....	28	26	72	74	53 531	General merchandise group stores	64	63	36	37
							Department stores.....	73	73	27	27
	Durable goods stores, total	13	11	87	89	54 541	Food stores.....	33	31	67	69
52	Building materials, hardware, garden supply, and mobile home dealers.....	11	10	89	90	554 56	Grocery stores.....	35	33	65	67
							Gasoline service stations.....	11	12	89	88
55 ex 554	Automotive dealers.....	17	14	83	86	58 591	Apparel and accessory stores....	11	10	89	90
553	Automotive and home supply stores.....	17	16	83	84	592	Eating and drinking places.....	2	1	98	99
							Drug stores and proprietary stores	37	34	63	66
							Liquor stores.....	2	2	98	98
57	Furniture, home furnishings, equipment stores.....	6	6	94	94	53,56,57 594	GAF, total.....	32	31	68	69

Note: Data for 1980 have been revised as described on page 13.

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 cost value of inventory from the cost of purchases and sales. The percents in the table are based only on those firms that reported inventory and method of valuation.

Table 7. Estimated Merchandise Inventories of All Retail Stores and Warehouses, by Legal Form of Ownership and Kind of Business: 1981

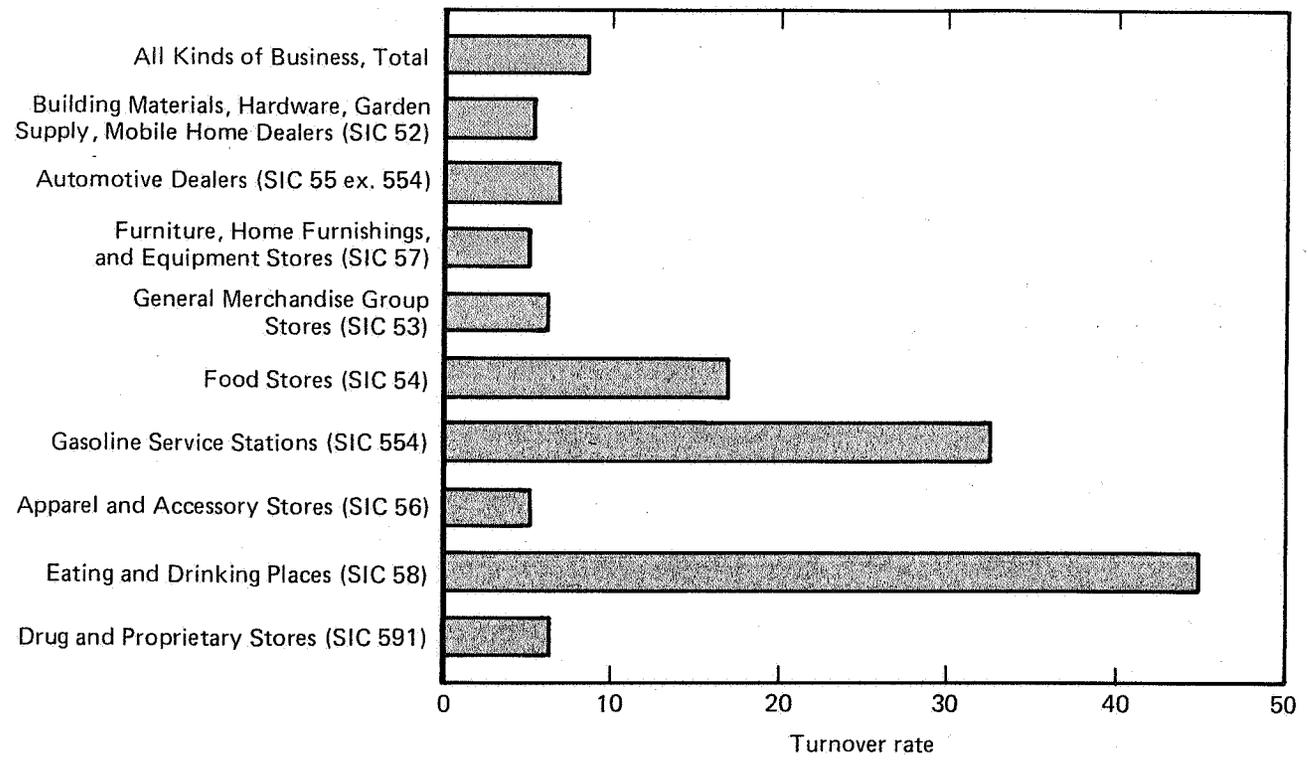
SIC code	Kind of business	Total (millions of dollars)	Individual proprietorships (percent of total)	Partnerships (percent of total)	Corporations (percent of total)
	Retail trade, total.....	123,591	10	3	86
	Total (excluding automotive group).....	96,953	11	4	84
	Durable goods stores, total.....	58,441	12	4	84
52	Building materials, hardware, garden supply, and mobile home dealers....	9,737	9	5	85
55 ex. 554	Automotive dealers.....	26,638	7	2	91
57	Furniture, home furnishings, equipment stores.....	9,722	11	5	84
	Nondurable goods stores, total.....	65,150	9	3	87
53	General merchandise group stores.....	21,808	1	(2)	98
531	Department stores.....	16,315	(2)	(2)	99
54	Food stores.....	14,300	10	3	86
541	Grocery stores.....	13,584	10	3	87
554	Gasoline service stations.....	3,363	32	5	61
56	Apparel and accessory stores.....	10,561	12	4	82
58	Eating and drinking places.....	2,220	17	4	79
591	Drug stores and proprietary stores.....	5,600	8	2	88

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

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

FIGURE 5.
Sales-Inventory Ratios of All Retail Stores and Warehouses, by Kind of Business: 1981

(Annual turnover: 1981 sales divided by year-end inventories, at cost)



Accounts Receivable

Retail stores in the United States reported a total of \$43.2 billion of accounts receivable balances owed to them by customers as of December 31, 1981, up 4.4 percent from a year ago. Credit balances on charge accounts declined in 1981 to \$12.0 billion, while installment accounts rose closing out 1981 at \$31.2 billion.

Receivable balances for nondurable goods stores amounted to \$30.7 billion in total, up 5.2 percent from 1980. General merchandise group stores reported unpaid balances totalling \$20.8 billion at the end of 1981 (48 percent of the total for all retail stores) and apparel and accessory stores had \$2.0 billion in unpaid balances.

Durable goods stores reported balances of \$12.5 billion. The largest contribution to these figures were furniture, home

furnishings, and equipment stores with \$3.8 billion, followed by automotive dealers with \$3.7 billion and dealers in building materials, hardware, garden supply, and mobile homes with \$3.3 billion.

Approximately 96 percent of the 1981 year-end credit balances due from customers of the general merchandise group stores was on installment accounts. Installment accounts represented approximately 69 percent of year-end 1981 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 were predominantly on charge accounts (78 percent of their total accounts receivable). For automotive dealers, about 59 percent were outstanding because of charge accounts.

Table 8. Estimated Accounts Receivable of All Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1981 and 1980

(Millions of dollars)

SIC code	Kind of business	1981	1980 ^T	Percent change	SIC code	Kind of business	1981	1980 ^T	Percent change
	ACCOUNTS RECEIVABLE					INSTALLMENT ACCOUNTS			
	Retail trade, total.....	43,235	41,417	+4.4		Retail trade, total.....	31,195	28,697	+8.7
	Total (excluding automotive group).....	39,545	37,639	+5.1		Total (excluding automotive group).....	29,673	27,116	+9.4
	Durable goods stores, total.....	12,500	12,213	+2.3		Durable goods stores, total.....	5,881	5,224	+12.6
52	Building materials, hardware, garden supply, and mobile home dealers.....	3,327	3,358	-0.9	55 ex. 554	Automotive dealers.....	1,522	1,581	-3.7
55 ex. 554	Automotive dealers.....	3,690	3,778	-2.3	57	Furniture, home furnishings, and equipment stores.....	2,646	2,303	+14.9
57	Furniture, home furnishings, and equipment stores.....	3,808	3,404	+11.9		Nondurable goods stores, total.....	25,314	23,473	+7.8
	Nondurable goods stores, total.....	30,735	29,204	+5.2		General merchandise group stores.....	20,061	18,754	+7.0
53	General merchandise group stores.....	20,811	19,665	+5.8	53	Department stores.....	19,845	18,429	+7.7
531	Department stores.....	20,552	19,210	+7.0	531	Apparel and accessory stores.....	1,410	1,343	+5.0
56	Apparel and accessory stores.....	2,023	2,014	+0.4	56				
	CHARGE ACCOUNTS					OPEN-END INSTALLMENT ACCOUNTS			
	Retail trade, total.....	12,040	12,720	-5.3		Retail trade, total.....	27,191	24,273	+12.0
	Total (excluding automotive group).....	9,872	10,523	-6.2		Total (excluding automotive group).....	26,040	23,370	+11.4
	Durable goods stores, total.....	6,619	6,989	-5.3		Nondurable goods stores, total.....	23,440	21,514	+9.0
52	Building materials, hardware, garden supply, and mobile home dealers.....	2,600	2,892	-10.1	53	General merchandise group stores.....	19,053	17,577	+8.4
55 ex. 554	Automotive dealers.....	2,168	2,197	-1.3	531	Department stores.....	18,860	17,320	+8.9
	Nondurable goods stores, total.....	5,421	5,731	-5.4	56	Apparel and accessory stores.....	1,355	1,261	+7.5
53	General merchandise group stores.....	750	911	-17.7					
531	Department stores.....	707	781	-9.5		CLOSED-END INSTALLMENT ACCOUNTS			
56	Apparel and accessory stores.....	613	671	-8.6		Retail trade, total.....	4,004	4,424	-9.5

Note: Measures of sampling variability are shown in table 10.

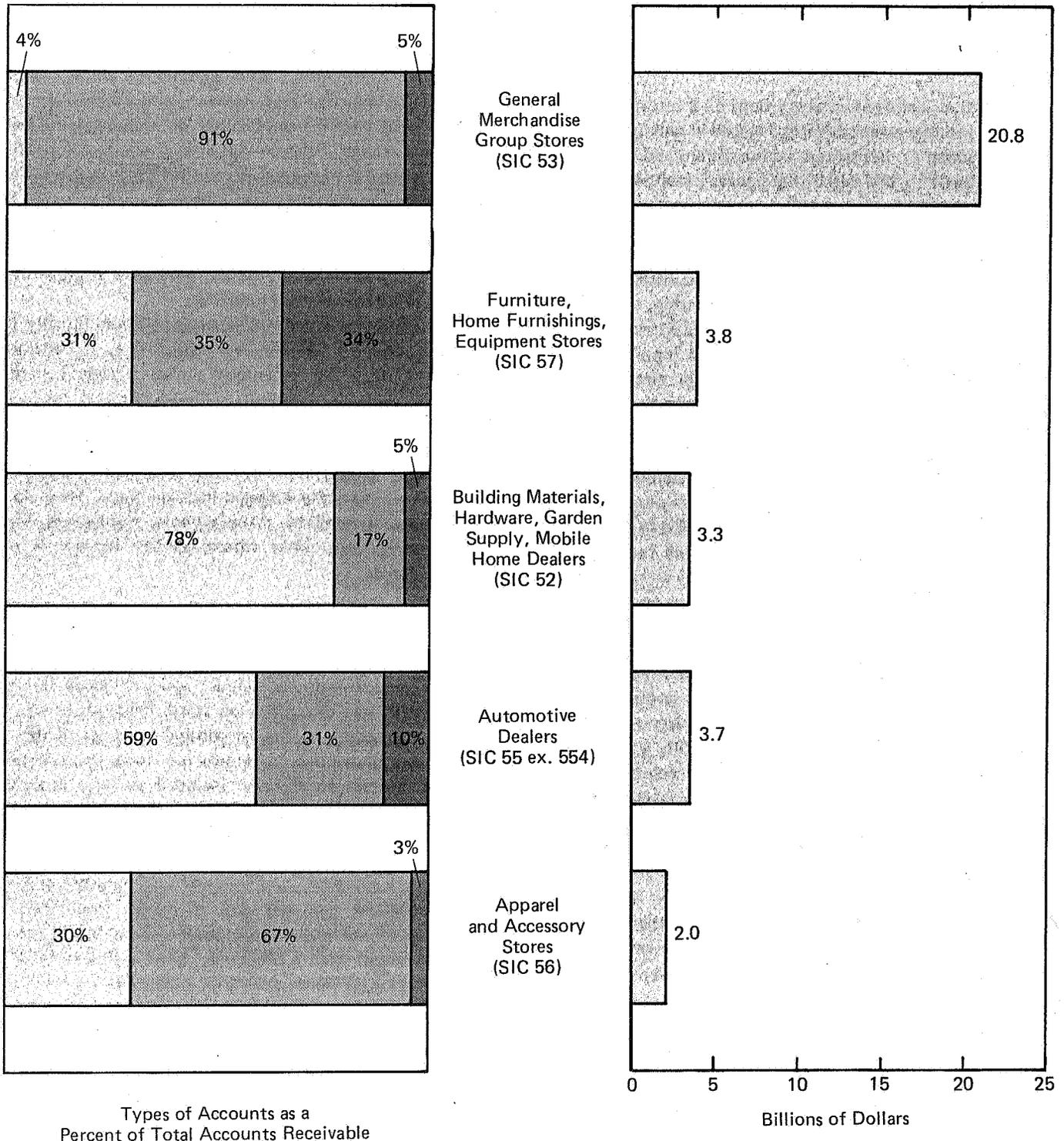
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FIGURE 6.
Total Accounts Receivable, Charge, Open-End Installment, and
Closed-End Installment Accounts of All Retail Stores: End of Year 1981

All Kinds of Business

-  1981 Charge Accounts \$12.0 Billion
-  1981 Open-End Installment Accounts \$27.2 Billion
-  1981 Closed-End Installment Accounts \$4.0 Billion

 1981 Total Accounts Receivable \$43.2 Billion



Types of Accounts as a Percent of Total Accounts Receivable

Billions of Dollars

Explanatory Material

DEFINITION OF TERMS

Retail Trade

Retail trade, as defined in major groups 52 through 59 of the SIC Manual, includes establishments engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of the goods. Exceptions to this general rule are made necessary by trade practices. For example, lumber yards and paint, glass, and wallpaper stores are included in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors. Also, establishments engaged in selling products such as typewriters, stationery, or gasoline to the general public are classified in retail trade, even though such products may not be used for personal or household consumption. However, even within these areas of exception to the general rule, establishments that sell exclusively to business establishments, institutional and industrial users, or contractors are classified in wholesale trade.

Additional characteristics of retail trade establishments are that they usually operate at fixed places of business; they are engaged in activities to attract the general public to buy; they buy or receive merchandise as well as sell; they may process their products, but such processing is incidental or subordinate to selling; and they are considered as retail in the trade. Not all of these characteristics need be present, and some are modified by trade practice.

Kind-of-business classifications are not interchangeable with commodity classifications. Most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects the individual commodity, the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Classification of establishments by kind of business generally does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the food group classification excludes stores selling food if the sale of food is not the primary source of receipts; moreover, even though stores are classified as food stores, some of their receipts may be derived from the sale of nonfood products.

Sales

Sales include the following: Merchandise sold for cash or credit at retail and wholesale by establishments primarily

engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed along to the retailer. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances and manufacturers rebates are not deducted from total sales, however, rebates offered by the retailer are deducted. Total sales do not include commissions from vending machine operators or non-operating income from such sources as investments, rental or sale of real estate, etc.

Sales exclude sales and excise taxes collected directly from customers and paid directly to a local, State, or Federal tax agency. The sales tax percentages shown in table 2 were derived from separate reporting of these taxes on the annual survey by the retail firms selected. Also excluded from sales are receipts from customers for carrying or other credit charges.

The sales figures represent total sales and receipts of all establishments primarily engaged in retail trade. They do not include sales at retail by manufacturers, wholesalers, service establishments, and others whose primary activity is other than retail trade.

Merchandise Inventories

Merchandise inventories include stocks of goods (valued at cost) held for sale through retail stores. Methods of valuation may vary according to the accounting practices of the firm. Merchandise inventories are shown for stores and warehouses combined and for stores only. Included are only those warehouses which maintained supplies of merchandise primarily intended for distribution to retail stores within the organization.

Merchandise inventories exclude the value of fixtures, furnishings, equipment, and supplies used in store and warehouse operations and not held for resale. Inventories were reported as of the close of the calendar year, except for some businesses which used a fiscal year rather than a calendar year for accounting purposes. About 27 percent of the retail inventories total refers to a fiscal-year end other than December 31, but this varied by kind of business (from about 56 percent for stores in the general merchandise group to about 7 percent for automotive dealers). Inventory data for a date other than December 31 have been accepted and included in the tabulations without adjustment.

The sales-inventory ratios shown in table 5 indicate the relationship of annual sales to December 31 inventories and are derived by dividing annual sales (table 1) by the cost value of inventories (table 5).

In addition to reporting the total cost value of inventory, respondents in the annual survey were requested to report the accounting procedure used to determine that cost value. Table 6 shows, as a percent of total value, the alternative methods in common use for determining the cost value of the units remaining in inventory as of the end of the year.

Accounts Receivable

Retail accounts receivable are amounts owed to retail stores by their customers for purchases made on credit. The data in this report refer to receivables outstanding as of the end of the year, including receivables against which the firm has borrowed. However, credit paper discounted or sold to others (e.g., consumer credit paper sold to financial institutions or collecting agencies) and amounts actually charged off as bad debts are excluded. Also excluded are amounts charged on credit cards issued by oil companies, banks, and other such organizations that issue credit cards.

Charge accounts are credit accounts for which full payment is scheduled to be made at the end of the customary billing period.

Installment accounts are credit accounts for which payment is scheduled to be made in two or more parts. These accounts represent two major types—open-end and closed-end.

Open-end installment accounts are primarily revolving or optional accounts where a deferred payment privilege is extended through a line of credit and the customer has the option of paying the balance in full (usually with no finance charge) or paying in two or more installments subject to some minimum required payment with a finance charge usually assessed.

Closed-end installment accounts are those generally requiring a new contract to cover each extension of credit. A precomputed finance charge is assessed at the time credit is extended, and specified fixed schedules of installment payments are established with the number and the amount of payments and due dates specified in the contract.

GAF. GAF includes the following: General merchandise group stores (SIC 53); apparel and accessory stores (SIC 56); furniture, home furnishings, and equipment stores (SIC 57); and miscellaneous shopping goods stores (SIC 594). GAF represents stores which specialize in department store types of merchandise.

Unpublished Data

Selected additional data, such as dollar volume sales estimates for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication because their sampling variability is so high as to make them potentially misleading. The Bureau of the Census, on written request, will release such figures for individual use.

The estimates should be used with caution and should not be published. It should be noted that some unpublished figures can be derived directly from this report by subtracting published data from their respective totals. However, the figures obtained by such subtraction would be subject to the high sampling variability described previously for unpublished kinds of business.

Group II data (see Group II explanation page 14) for sales, merchandise inventories, and accounts receivable are also available on written request to the Bureau of the Census.

SAMPLE DESIGN AND RELIABILITY OF THE DATA

Description of the Sample

The 1981 Annual Retail Trade Survey is based on a different sample than the one used in previous annual surveys. This sample was first introduced in the monthly survey with the January 1982 estimates. It consists of all sampling units in the list component and the area component of the sample for the months of November and December 1981 and January 1982. The *list component* makes up a fixed panel of large businesses, most of which were selected with certainty, and three rotating panels of smaller businesses. The *area component* consists of twelve panels of land segments. In the monthly survey, only one rotating panel in the list component and only one rotating panel in the area component, plus the list component's fixed panel, are canvassed in any given month. In the annual retail trade survey, all three rotating list panels, the fixed panel, and three rotating area panels are used, thereby reducing the sampling variability of the annual estimates.

The List Sample. The list sample is a probability sample selected from the retail employers (Standard Industrial Classification (SIC) 52-59) contained in the Bureau's Standard Statistical Establishment List (SSEL), which effectively covers all employers who made social security payments for their employees under the Federal Insurance Contributions Act (FICA) during 1979.

The list sample originally was drawn from the SSEL as updated to December 31, 1979. The initial SSEL consisted of two lists. The first list was made up of all employer identification (EI) numbers (assigned in connection with FICA) with reported payroll in at least one quarter of 1979. The second list consisted of all establishments of known multiestablishment companies as of December 31, 1979. These lists contained information on sales/receipts, payroll, employment, name and address, kind-of-business classification, etc.

Before the sampling frame was available, a study was made of the universe of retail businesses using files from the 1977 Census of Retail Trade. This study determined the stratification of the sampling units based on 1977 sales and kind of business, and also determined the optimal allocation of the sample necessary to meet specified sampling variability objectives for sales estimates for different kind-of-business groups. The primary stratum boundary determined in the study was the certainty cutoff to be used for each kind of business. The cutoff, which ranged from annual sales of \$3 million to annual sales of \$100

million, was particularly important since it also determined the type of sampling unit.

Sampling units for the list sample consisted of both companies and EI's. For an EI to be eligible for the initial list sample, the EI had to be active, i.e., had payroll in 1979 and was on the latest available Internal Revenue Service (IRS) mailing list for FICA taxpayers. If a known company had total retail sales (on a 1979 basis) above the cutoff for its major kind of business, the company was selected for the sample with certainty (i.e. probability = 1.0). The company, which might consist of two 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's, were in the sample with certainty. Single-establishment companies, whether or not selected with certainty, were considered as EI sampling units.

All retail companies not selected with certainty 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 1977 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 all EI "births" after the initial selection, a two-phase selection procedure was used. EI births are new EI's recently assigned by the Social Security Administration (SSA) and currently on the IRS mailing list for 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/receipts in 2 recent months) and a more detailed kind-of-business code, if needed.

Using this more reliable information, the births selected in phase 1 were subjected to probability-proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1979 SSEL. Because the lag in reporting births to the IRS and the SSA and the time needed to accomplish the two-phase birth-selection procedure carried out quarterly, births were actually added to the sample approximately 12 to 18 months after they began operation. During this period, they were represented by the area sample.

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

- a. It must be on the latest available IRS mailing list for the FICA taxpayers.
- b. It must have been selected from either the SSEL or the file of employer births. For this purpose, a universe file of all retail 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 multistage 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). In succeeding stages, a sample of small land segments was selected in each primary sampling unit (PSU) and was then divided into 6 or 12 area panels to be used in different months on a rotating basis. These land segments contained an average of four retail establishments at the time of selection. The probability of selection of the segments is usually 1 in 1,000 (1 in 2,000 or 1 in 3,000 in the smallest PSU's). Approximately 420 land segments are enumerated each month.

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. Group II consists of companies which had 11 or more retail establishments as of December 31, 1979, and which qualified for certainty selection. To qualify for certainty, total annual sales of these companies (on a 1979 basis) had to exceed specified dollar volume cutoffs which varied by kind of business. The certainty cutoffs ranged from annual sales of \$3 million to annual sales of \$100 million or more.

ESTIMATION

Sales and Inventories. The 1980 and 1981 sales and inventory estimates published in this report were developed from the summations of weighted data reported by the sampling units in the 1981 Annual Retail Trade Survey (see Sample Design). The assigned weights are the inverse of the probability of selection (or sampling rate) of the sampling units. The 1980 and 1981 method of inventory valuation percentages were obtained by dividing the total weighted inventory for a given method by the total weighted inventory of all sampling units responding to the method of inventory valuation inquiry.

Accounts Receivable. The 1981 accounts receivable estimates were developed from the summations of weighted data from the 1981 Annual Retail Trade Survey. The 1980 estimates are based on data reported in the 1980 Annual Retail Trade Survey. As noted in Sample Design, different samples were used in 1980 and 1981.

RELIABILITY OF DATA

Estimated measures of the sampling variability of the estimates, are shown in tables 9 and 10. 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 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 9 and 10 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 9 and 10. 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 8 percent for both sales and inventories and 3 percent for accounts receivable.

Table 9. Estimated Coefficients of Variation for Sales and Inventory Estimates

(In percent)

SIC code	Kind of business	Dollar volume estimates		SIC code	Kind of business	Dollar volume estimates	
		Sales	Inventory			Sales	Inventory
	Retail trade, total.....	0.6	0.8		Nondurable goods stores, total.....	0.7	0.7
	Total (excluding automotive group).....	0.6	0.8	53	General merchandise group stores.....	0.6	0.6
	Durable goods stores, total.....	1.1	1.4	531,9	Department stores, miscellaneous general merchandise stores.....	0.6	0.6
				531	Department stores.....	0.2	0.3
				539	Miscellaneous general merchandise stores.....	4.2	3.1
				533	Variety stores.....	2.0	2.4
52	Building materials, hardware, garden supply, and mobile home dealers.....	1.9	2.4	54	Food stores.....	1.1	1.2
521,3,5	Building materials, supply, and hardware stores.....	2.0	2.3	541	Grocery stores.....	1.1	1.3
521,3	Building materials and supply stores.....	2.5	2.9	546	Retail bakeries.....	7.4	1.1
525	Hardware stores.....	3.4	4.8	554	Gasoline service stations.....	2.1	5.0
				56	Apparel and accessory stores.....	1.6	2.3
				561	Men's, boys' clothing, furnishings stores.....	3.1	5.2
55 ex. 554	Automotive dealers.....	1.6	1.9	562,3,8	Women's clothing, specialty stores, furriers.....	1.6	3.1
551,2,5	Motor vehicle and miscellaneous automotive dealers.....	1.8	2.1	562	Women's ready-to-wear stores.....	1.7	2.3
6,7,9	Motor vehicle dealers.....	1.8	1.9	565	Family clothing stores.....	2.2	2.0
551,2	Motor vehicle dealers (franchised).....	1.9	2.0	566	Shoe stores.....	4.5	5.7
551	Automotive and home supply stores.....	3.9	3.3	58	Eating and drinking places.....	1.7	4.0
553				5812	Eating places.....	1.6	4.7
				5812(part)	Restaurants, lunchrooms, cafeterias.....	2.6	3.4
				5812(part)	Refreshment places.....	2.6	9.8
				5813	Drinking places (alcoholic beverages).....	6.0	5.9
57	Furniture, home furnishings, and equipment stores.....	3.0	3.1	591	Drug stores and proprietary stores.....	1.4	2.0
571	Furniture and home furnishings stores.....	3.2	3.0	592	Liquor stores.....	3.0	4.2
5712	Furniture stores.....	4.3	3.4	596	Nonstore retailers.....	2.7	3.3
5722,32	Household appliance, radio and TV stores.....	7.6	7.7	5961	Mail-order houses (department store merchandise).....	0.0	0.0
5722	Household appliance stores.....	1.4	1.5	(part)			
				53,56	GAF, total.....	0.8	1.1
5944	Jewelry.....	3.5	6.8	57,594			

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 10. Estimated Coefficients of Variation for Accounts Receivable Estimates

(In percent)

SIC code	Kind of business	Dollar volume estimates	SIC code	Kind of business	Dollar volume estimates
	ACCOUNTS RECEIVABLE			INSTALLMENT ACCOUNTS	
	Retail stores, total.....	1.6		Retail stores, total.....	2.2
	Durable goods stores, total.....	4.0		Durable goods, total.....	6.4
52	Building materials, hardware, garden supply, and mobile home dealers.....	5.3	55 ex. 554	Automotive dealers.....	7.8
55 ex. 554	Automotive dealers.....	5.8	57	Furniture, home furnishings, and equipment stores.....	7.6
57	Furniture, home furnishings, and equipment stores.....	7.3		Nondurable goods stores, total.....	2.8
	Nondurable goods stores, total.....	2.1		General merchandise group stores.....	0.6
53	General merchandise group stores.....	0.6	53	Department stores.....	0.6
531	Department stores.....	0.6	531	Apparel and accessory stores.....	3.2
56	Apparel and accessory stores.....	3.1	56	OPEN-END INSTALLMENT ACCOUNTS	
	CHARGE ACCOUNTS			Retail stores, total.....	1.1
	Retail stores, total.....	3.0		Nondurable goods stores, total.....	0.7
	Durable goods stores, total.....	4.3		General merchandise group stores.....	0.6
52	Building materials, hardware, garden supply, and mobile home dealers.....	6.2	53	Department stores.....	0.7
55 ex. 554	Automotive dealers.....	8.2	531	Apparel and accessory stores.....	3.4
	Nondurable goods stores, total.....	4.5	56	CLOSED-END INSTALLMENT ACCOUNTS	
53	General merchandise group stores.....	1.9		Retail stores, total.....	15.2
531	Department stores.....	1.9			
56	Apparel and accessory stores.....	7.2			

Source: U.S. Department of Commerce, Bureau of the Census, 1981 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 radio- and 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.

Nonstore retailers (mail-order houses, merchandising machine operators, and direct-selling establishments), dry goods stores, and sewing and needlework stores, previously classified in SIC major group 53, are classified in major group 59.

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.

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.

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

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

¹ Data 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.

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).

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

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). Establishments normally employing 25 people or more, primarily engaged in the retail sale by catalog and mail order of 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.

⁴Data for this kind of business are not shown separately but are included in the larger group "Refreshment Places," (SIC 5812).

Other Mail-Order Houses (SIC 5961 part).⁷ 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).⁷ 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).⁷ 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).⁸ Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, ice, or any combination of these lines.

Fuel Oil Dealers (SIC 5983).⁸ Establishments primarily engaged in the retail sale of fuel oil.

Liquefied Petroleum Gas Dealers (SIC 5984).⁸ Establishments primarily engaged in the retail sale of liquefied petroleum (LP) gas (bottled gas or in bulk.)

Florists (SIC 5992).⁸ 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).⁸ 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).⁸ Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

⁷Data for this kind of business are not shown separately but are included in the larger group "Nonstore Retailers," (SIC 596).

⁸Data 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

PENALTY FOR FAILURE TO REPORT DUE DATE: 20 days after receipt of form O.M.B. No. 0607-0013: Approval Expires December 31, 1983

<p>U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS</p> <p>ANNUAL RETAIL TRADE REPORT 1981</p>	<p>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.</p>
<p>PLEASE READ ALL ACCOMPANYING INSTRUCTIONS</p>	
<p>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.</p>	

Item 1B - ORGANIZATIONAL STATUS
 Mark (X) the ONE box which best describes this firm's form of ownership during 1981.

<input type="checkbox"/> 0 Corporation	<input type="checkbox"/> 2 Partnership	<input type="checkbox"/> 8 Cooperative association	<input type="checkbox"/> 9 Other - Specify <input checked="" type="checkbox"/>
<input type="checkbox"/> 1 Individual proprietorship	<input type="checkbox"/> 5 Governmental - Specify <input checked="" type="checkbox"/>		

Item 1C - NUMBER OF RETAIL ESTABLISHMENTS	Number as of December 31, 1981	Number as of December 31, 1980
Enter the total number of retail establishments covered by this report as of December 31, 1981 and December 31, 1980. Do not include any departments and concessions operated by your firm in retail stores of others.		

Item 2 - TOTAL SALES OF MERCHANDISE AND OTHER OPERATING RECEIPTS FOR 1981 AND 1980
 (See instructions pertaining to Item 2 on the enclosed instructions sheet.)

NOTE - Do not include in Item 2A receipts collected from customers for carrying charges or other charges for credit or sales (or other) taxes which were forwarded to taxing authorities.

Book figures for the calendar years 1981 and 1980 should be reported in items 2A through 2C below. If book figures for the calendar year are not available, carefully prepared estimates are preferable to book figures covering another period. **DO NOT INCLUDE SALES FOR THOSE ESTABLISHMENTS ACQUIRED DURING THE CALENDAR YEAR 1981 IN THE SALES REPORTED FOR 1980.**

	1981		1980	
	Dollars	Cents	Dollars	Cents
A. Sales of merchandise and other receipts <i>NOTE - Include excise taxes on sales of items such as gasoline, liquor, and tobacco.</i>	002 \$	.00	012 \$	.00
B. Did your firm collect sales (or other) taxes which were forwarded to taxing authorities? <i>NOTE - Do not include excise taxes reported in item 2A.</i> 1 <input type="checkbox"/> YES - Report the amount of such sales taxes collected. Do not include in item 2A above. 2 <input type="checkbox"/> NO	006 \$	.00	016 \$	.00
C. TOTAL sales of merchandise and other operating receipts including sales taxes collected (Sum of items 2A and 2B)	010 \$	.00	020 \$	.00
D. Do the data reported in items 2A through 2C represent the calendar years (January 1 through December 31) for 1981 and 1982? 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO - Enter the period that the data represent	011	Month	Day	Year
	From			19__
014	Month	Day	Year	
To			19__	
E. Did your firm collect receipts from customers for carrying charges or other charges for credit in 1981? 1 <input type="checkbox"/> YES - Do not include in items 2A or 2C 2 <input type="checkbox"/> NO				

CONTINUE ON REVERSE SIDE →

Item 3 - DEPARTMENTS 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 1981 and/or 1980?
 1 YES NO - SKIP to Item 4

B. Total sales excluding sales taxes collected by departments and concessions operated by other firms in your retail store(s) for 1981 and/or 1980. (Do not include in item 2.)

	1981		1980	
	Dollars	Cents	Dollars	Cents
102 \$		.00	\$	.00
Merchandise inventories at book value December 31, 1981				
	Dollars	Cents		
161 \$		.00		

C. Total merchandise on hand in departments and concessions operated by other firms in your retail store(s). (Do not include in item 4.)

Item 4 - MERCHANDISE ON HAND (Inventories December 31) (See instructions pertaining to item 4 on the enclosed instruction sheet.)
 Report book value of all merchandise. Book figures for Dec. 31 should be reported in items 4A through 4C. If book figures are not available carefully prepared estimates of inventories for Dec. 31 are prepared to book figures representing another date. For inventories at LIFO cost, report total inventories WITHOUT LIFO RESERVE.

Complete each item, enter "0" if none

A. Merchandise on hand in retail store(s) operated under the EI No. shown on the reverse

	1981		1980	
	Dollars	Cents	Dollars	Cents
136 \$		.00	146 \$	.00

B. Merchandise on hand in warehouses, offices, or in transit for distribution to your retail outlet(s) operated under the EI No. shown on the reverse, including merchandise to be distributed to departments and concessions operated by your firm in retail stores of other firms

137 \$.00	147 \$.00
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C. TOTAL merchandise on hand (Sum of Items 4A and 4B)

130 \$.00	140 \$.00
--------	--	-----	--------	-----

D. Are the data reported in items 4A through 4C for a date other than December 31?
 1 YES - Enter the date that the data represent
 2 NO - Go to Item 5

1981			1980		
Month	Day	Year	Month	Day	Year
		19			19

Item 5 - METHOD BY WHICH INVENTORY WAS VALUED (See instructions pertaining to item 5 on the enclosed instruction sheet.)

A. Was any of the inventory reported in item 4 above valued using the Last-in, First-out (LIFO) and/or LIFO retail method of inventory valuation?
 1 YES NO - SKIP to Item 6

B. LIFO value of inventories in item 4C

151 \$.00	152 \$.00
--------	--	-----	--------	--	-----

C. Amount of LIFO reserve
 NOTE - The LIFO reserve is the difference between a given physical stock valued at FIFO, for example, and at LIFO

153 \$.00	154 \$.00
--------	--	-----	--------	--	-----

D. Amount of total inventories subject to LIFO costing (Items 5B + 5C = 5D)

155 \$.00	156 \$.00
--------	--	-----	--------	--	-----

E. Amount of total inventories in item 4C which was not subject to LIFO costing (Items 4C - 5B = 5E)

185 \$.00	186 \$.00
--------	--	-----	--------	--	-----

Item 6A - 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 7

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.

DEFINITIONS OF TYPES OF ACCOUNTS

Installment accounts - Open-end - Primarily "revolving" or optional accounts in which a deferred payment privilege is extended through a line of credit and the customer has the option of paying the balance in full, usually with no finance charge, or paying in two or more installments subject to some minimum required payment with a finance charge usually assessed.
Closed-end - Credit generally requiring a new contract to cover each extension of credit in which a precomputed finance charge is assessed, and which specifies a fixed schedule of installment payments with the number and the amount of payments and due dates specified in the contract.

Charge account - Credit accounts for which full payment is scheduled to be made at the end of the customary billing period.
PLEASE READ THE INSTRUCTIONS ABOVE BEFORE ANSWERING ITEM 6B.

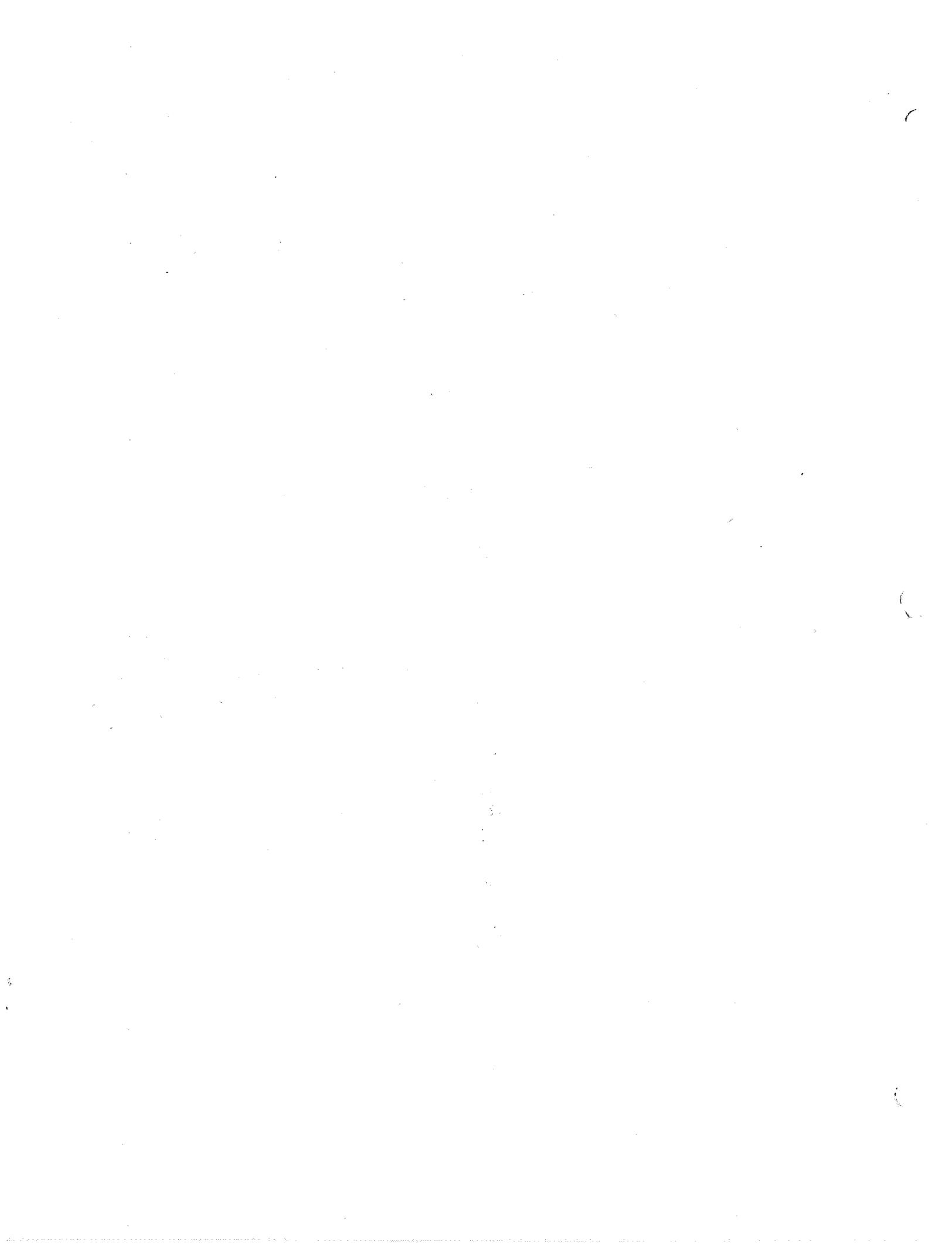
Item 6B - UNPAID BALANCES FOR ALL RETAIL STORES INCLUDED IN ITEM 1C

Type of account (Mark (X) one box for each line to indicate type of credit account carried)	Balances outstanding as of December 31, 1981	
	Dollars	Cents
a. Installment account (1) Open-end accounts (revolving or optional) 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO	190 \$	.00
(2) Closed-end accounts 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO	191 \$	.00
b. Charge account 1 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO	192 \$	.00
c. TOTAL (Sum of lines a(1), a(2), and b)	193 \$	.00

REMARKS

Item 7 - CERTIFICATION - This report is substantially accurate and has been prepared in accordance with instructions.

Name of person to contact regarding this report	Address (Number and street, city, State, ZIP code)	Telephone		
		Area code	Number	Extension
Signature of authorized person	Title	Date		



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