

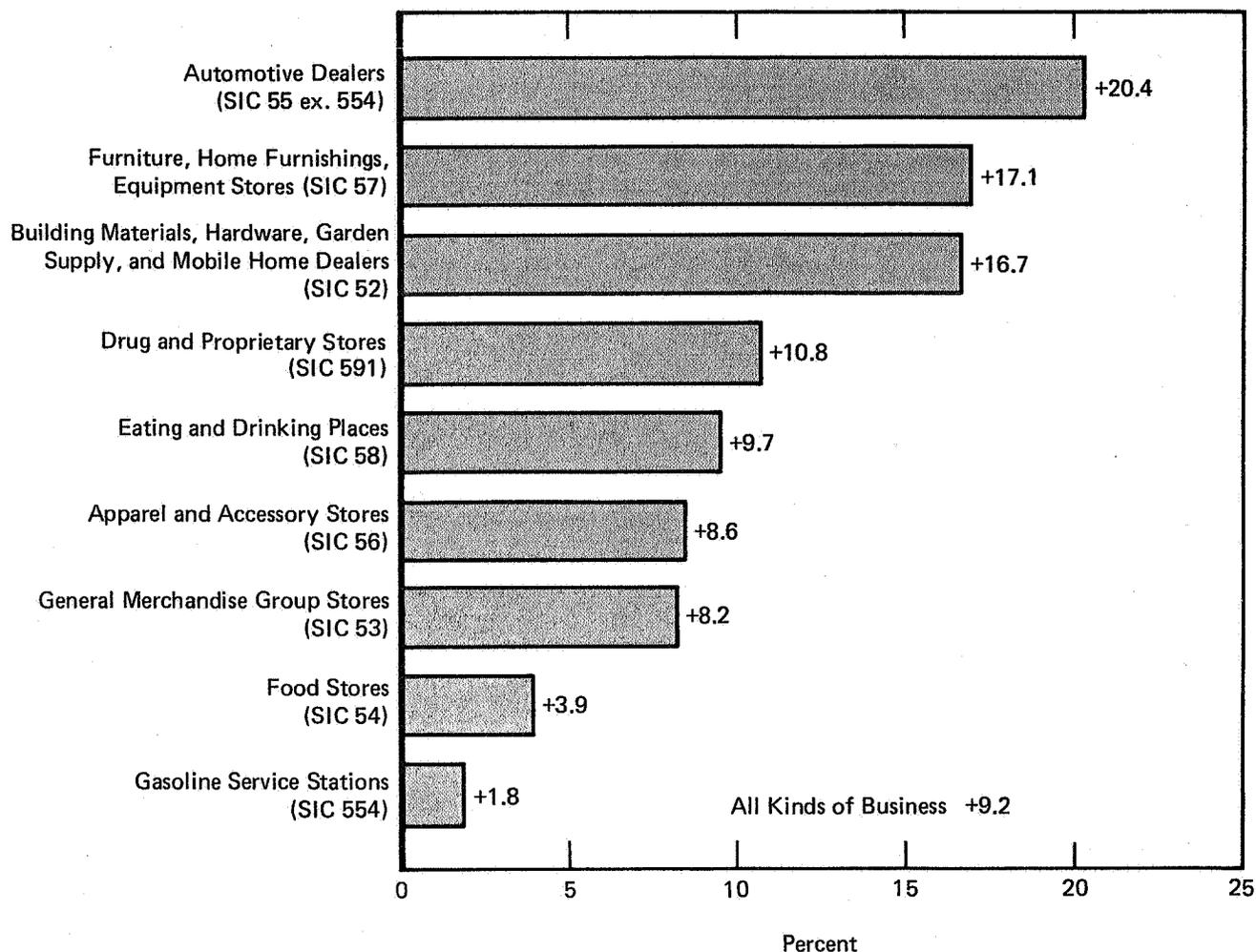
CURRENT BUSINESS
REPORTS

BR-83-13

**1983
Retail Trade**

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

Percent Change of All Retail Stores, by Selected
Kind of Business: 1983-1982



U.S. Department of Commerce
BUREAU OF THE CENSUS

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Issued September 1984



U.S. Department of Commerce

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Clarence J. Brown, Deputy Secretary

Sidney Jones, Under Secretary for
Economic Affairs

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Contents

	Page
TEXT	
Annual Sales	1
Merchandise Inventories	6
Purchases and Gross Margin	10
Accounts Receivable	11
TABLES	
1. Estimated Sales of Retail Stores, by Kind of Business: 1983 and 1982	1
2. Estimated Sales Taxes as a Percent of Sales of Retail Stores, by Kind of Business: 1983	2
3. Estimated Sales of Retail Stores, by Legal Form of Ownership and Kind of Business: 1983	4
4. Estimates of Civilian Population, Retail Sales, and Per Capita Sales: 1974 to 1983	4
5. Estimated Retail Merchandise Inventories and Sales/Inventory Ratios, by Kind of Business: End of Year 1983 and 1982	7
6. Methods of Inventory Valuation, by Kind of Business: 1983 and 1982	8
7. Estimated Merchandise Inventories of Retail Stores, by Legal Form of Ownership and Kind of Business: 1983	8
8. Estimated Sales, Purchases, Gross Margin, and Gross Margin as a Percent of Sales, by Kind of Business: 1983	10
9. Estimated Accounts Receivable of Retail Stores, by Type of Account and Kind of Business: End of Year 1983 and 1982	11
FIGURES	
1. Estimated Sales of All Retail Stores, by Selected Kind of Business: 1983 and 1982	2
2. Estimated Sales of All Retail Stores, by Kind of Business, as a Percentage of Total Retail Sales: 1983	3
3. Estimated Per Capita Sales of All Retail Stores and of Durable and Nondurable Goods Stores: 1974-1983	5
4. Total Merchandise Inventories, of All Retail Stores: End of Year 1983 and 1982	6
5. Retail Sales/Inventory Ratios, by Kind of Business: 1983	9
6. Total Accounts Receivable, Charge, Open-End Installment, and Closed-End Installment Accounts of All Retail Stores: End of Year 1983	12
APPENDIX	
A. Explanatory Material	13
B. Kind-of-Business Classifications	19
C. Extract of Pertinent Sections of Report Form	24

1983 Retail Trade

Data shown in this report will be revised to reflect the results of the 1982 Census of Retail Trade. These data will be shown in *Revised Monthly Retail Sales and Inventories* scheduled for release in March 1985.

ANNUAL SALES

Retail sales in the United States for 1983 were estimated at \$1.2 trillion, an increase of 9.2 percent from 1982 which is the strongest gain in 4 years. Sales of durable goods rose 17.6 percent from the previous year, the largest increase since 1976, while nondurable goods gained 5.6 percent.

The increase in the durable goods category was led by the automotive group, up 20.4 percent to a level of \$219.9 billion. After a 0.7 percent decline in 1982, furniture stores showed the sharpest increase on record, up 17.1 percent, while building materials sales were up 16.7 percent following last year's 2.0 percent drop.

In the nondurable goods category, the largest increase was in drug stores, up 10.8 percent over the year-ago level. Eating and drinking establishments rose 9.7 percent while the apparel group gained 8.6 percent. Also showing increases were the general merchandise group, up 8.2 percent and the food group which rose 3.9 percent. Gasoline service stations sales increased 1.8 percent in 1983 after declining 3.5 percent in 1982.

Table 1. Estimated Sales of Retail Stores, by Kind of Business: 1983 and 1982

(millions of dollars)

SIC	Kind of business	1983	1982	Percent change	SIC	Kind of business	1983	1982	Percent change
	Retail trade, total.....	1,174,033	1,074,837	+9.2		Nondurable goods stores, total	792,495	750,348	+5.6
	Total (excluding automotive group).....	954,157	892,230	+6.9	53 531,9	General merchandise group stores....	143,491	132,581	+8.2
	Durable goods stores, total...	381,538	324,489	+17.6	531 539	Department stores, miscellaneous general merchandise stores.....	134,369	123,763	+8.6
					533	Department stores.....	117,323	107,863	+8.8
						Miscellaneous general merchandise stores.....	17,046	15,900	+7.2
						Variety stores.....	9,122	8,818	+3.4
52	Building materials, hardware, garden supply, and mobile home dealers....	59,871	51,301	+16.7	54	Food stores.....	258,964	249,257	+3.9
521,3,5	Building materials, supply, hardware stores.....	52,330	44,708	+17.0	541 546	Grocery stores.....	242,362	233,327	+3.9
521,3	Building materials and supply stores.....	42,786	35,573	+20.3	554	Retail bakeries.....	3,993	3,779	+5.7
525	Hardware stores.....	9,544	9,135	+4.5	556	Gasoline service stations.....	105,374	103,547	+1.8
					56	Apparel and accessory stores.....	55,915	51,481	+8.6
					561	Men's, boy's clothing, furnishings stores.....	8,422	8,139	+3.5
					562,3,8	Women's clothing, specialty stores, furriers.....	21,659	19,440	+11.4
55 ex. 554	Automotive dealers.....	219,876	182,607	+20.4	562	Women's ready-to-wear stores....	19,822	17,811	+11.3
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	198,259	162,931	+21.7	565	Family clothing stores.....	12,844	11,485	+11.8
551,2	Motor vehicle dealers.....	189,055	154,014	+22.8	566	Shoe stores.....	9,538	8,903	+7.1
551	Motor vehicle dealers (franchised).....	177,898	145,114	+22.6	58	Eating and drinking places.....	114,837	104,715	+9.7
553	Auto and home supply stores.....	21,617	19,676	+9.9	5812	Eating places.....	103,167	93,296	+10.6
					5812(part)	Restaurants, lunchrooms, cafeterias.....	61,065	56,051	+8.9
					5812(part)	Refreshment places.....	40,880	36,070	+13.3
57	Furniture, home furnishings, equipment stores.....	53,981	46,106	+17.1	5813	Drinking places (alcoholic beverages).....	11,670	11,419	+2.2
571	Furniture and home furnishings stores.....	30,794	26,863	+14.6	591	Drug stores and proprietary stores..	39,845	35,967	+10.8
5712	Furniture stores.....	19,873	17,813	+11.6	592	Liquor stores.....	20,422	19,394	+5.3
5222,32	Household appliance, radio, and TV stores.....	18,996	15,237	+24.7	596	Nonstore retailers ¹	24,091	23,255	+3.6
5722	Household appliance stores.....	7,798	6,616	+17.9	5961(part)	Mail-order houses (department store merchandise).....	4,224	4,192	+0.8
5944	Jewelry stores.....	8,990	8,240	+9.1	53,56,57, 594	GAF, total ²	291,637	265,894	+9.7

[†]Revised

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

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

Note: Measures of sampling variability are shown in table A-1. U.S. and group totals include kinds of business not shown separately.

Table 2. Estimated Sales Taxes as a Percent of Sales of Retail Stores, by Kind of Business: 1983

SIC	Kind of business	1983 sales tax (percent)	SIC	Kind of business	1983 sales tax (percent)
	Retail trade, total.....	3.3		Nondurable goods stores, total.....	3.2
	Total (excluding automotive group).....	3.4	53 531,9	General merchandise group stores.....	4.8
	Durable goods stores, total.....	3.3	531 539 533	Department stores, miscellaneous general merchandise stores.....	4.7
52	Building materials, hardware, garden supply, and mobile home dealers.....	4.0	54	Department stores.....	4.8
521,3,5	Building materials, supply, hardware stores...	4.2	541	Miscellaneous general merchandise stores...	4.2
521,3	Building materials and supply stores.....	4.1	546	Variety stores.....	4.8
525	Hardware stores.....	4.4	554	Food stores.....	2.2
55 ex. 554	Automotive dealers.....	2.7	56	Grocery stores.....	2.2
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	2.6	561	Retail bakeries.....	1.5
551,2	Motor vehicle dealers.....	2.6	562,3,8	Gasoline service stations.....	1.8
551	Motor vehicle dealers (franchised).....	2.6	562	Apparel and accessory stores.....	4.3
553	Auto and home supply stores.....	3.5	565	Men's, boy's clothing, furnishings stores.....	4.1
			566	Women's clothing, specialty stores, furriers..	4.3
57	Furniture, home furnishings, equipment stores...	4.3	58	Women's ready-to-wear stores.....	4.3
571	Furniture and home furnishing stores.....	4.3	5812	Family clothing stores.....	4.5
5712	Furniture stores.....	4.5	5812(part)	Shoe stores.....	4.3
5722,32	Household appliance, radio and TV stores.....	4.3	5813	Eating and drinking places.....	4.8
5722	Household appliance stores.....	4.4	591	Eating places.....	4.9
			592	Restaurants, lunchrooms, cafeterias.....	5.0
5944	Jewelry stores.....	4.6	596	Refreshment places.....	4.8
			5961(part)	Drinking places (alcoholic beverages).....	4.0
			53,56, 57,594	Drug stores and proprietary stores.....	2.8
				Liquor stores.....	4.0
				Nonstore retailers ¹	2.7
				Mail-order houses (department store merchandise).....	4.1
				GAF, total ²	4.6

¹Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, and from mail-order.
²GAF represents stores which specialize in department store types of merchandise (see explanatory material).

FIGURE 1.

Estimated Sales of All Retail Stores, by Selected Kind of Business: 1983 and 1982

All Kinds of Business

1983 Total \$1174.0 Billion
 1982 Total \$1074.8 Billion

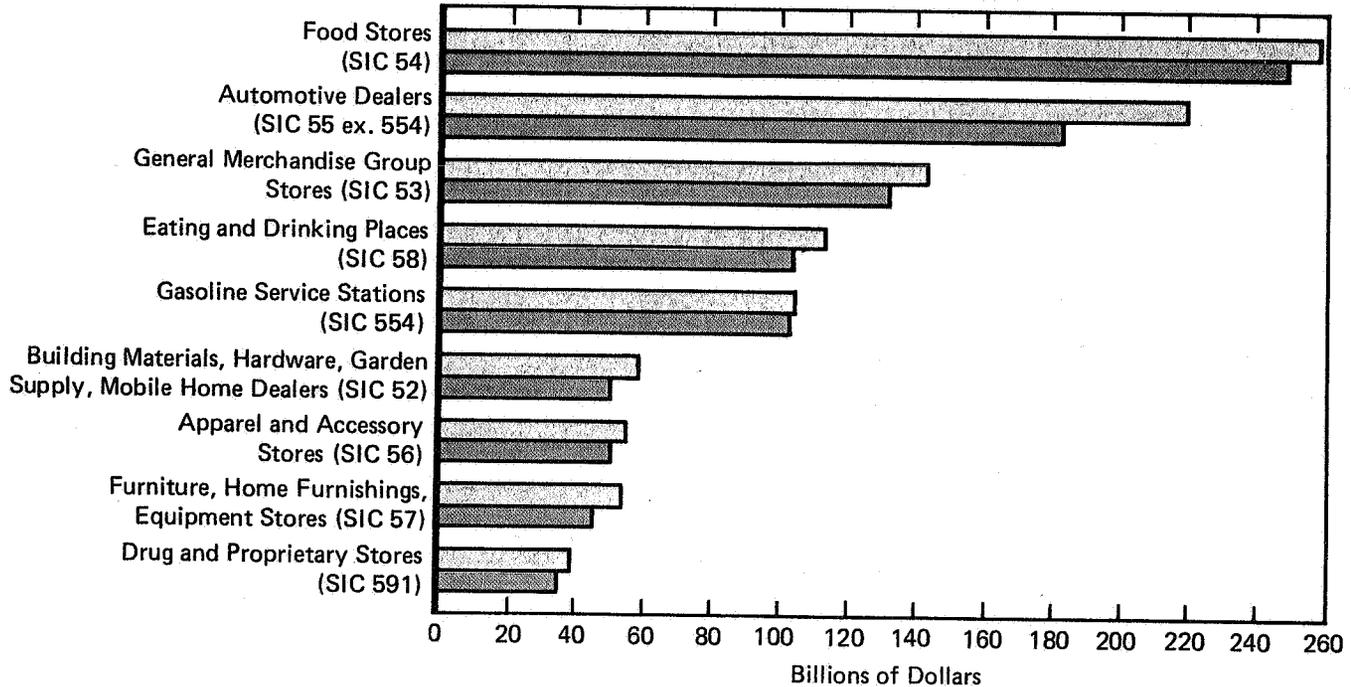
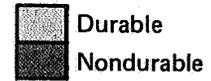


FIGURE 2.

Estimated Sales of All Retail Stores,
by Kind of Business, as a Percentage
of Total Retail Sales: 1983

 Durable
Nondurable

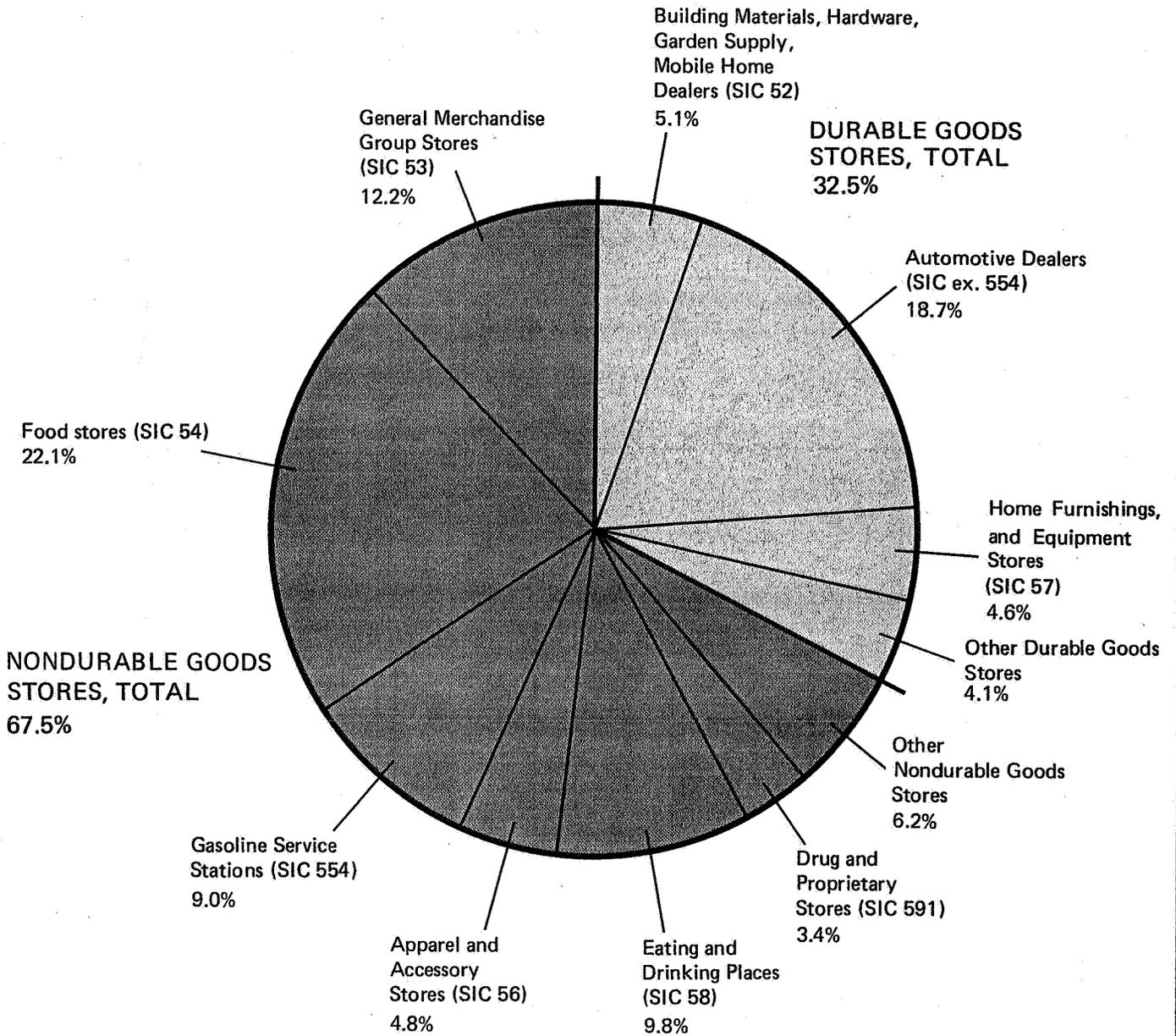


Table 3. Estimated Sales of Retail Stores, by Legal Form of Ownership and Kind of Business: 1983

SIC	Kind of business	Total (millions of dollars)	Individual proprietorships (percent of total)	Partnerships (percent of total)	Corporations (percent of total)
	Retail trade, total.....	1,174,033	11	3	85
	Total (excluding automotive group).....	954,157	13	3	83
	Durable goods stores, total.....	381,538	8	3	88
52	Building materials, hardware, garden supply, and mobile home dealers....	59,871	7	4	88
55 ex. 554	Automotive dealers.....	219,876	5	2	93
57	Furniture, home furnishings, equipment stores.....	53,981	13	4	83
	Nondurable goods stores, total.....	792,495	12	3	84
53	General merchandise group stores.....	143,491	1	(Z)	98
531	Department stores.....	117,323	(Z)	(Z)	99
54	Food stores.....	258,964	10	3	87
541	Grocery stores.....	242,362	9	2	89
554	Gasoline service stations.....	105,374	32	6	62
56	Apparel and accessory stores.....	55,915	9	3	88
58	Eating and drinking places.....	114,837	16	6	78
591	Drug stores and proprietary stores.....	39,845	9	2	89

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

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

Table 4. Estimates of Civilian Population, Retail Sales, and Per Capita Sales: 1974 to 1983

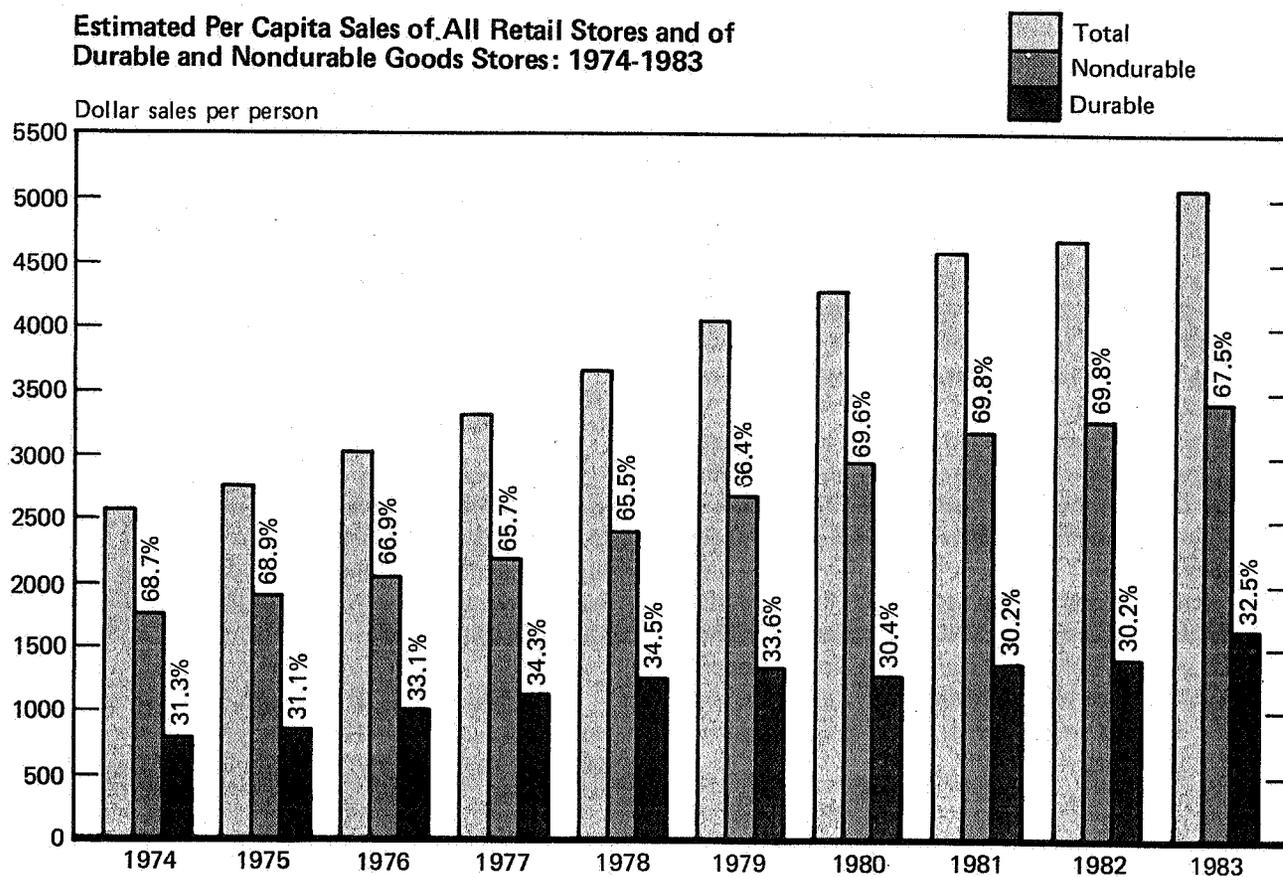
Year	Civilian population estimates as of July 1 (thousands)	Retail sales		Durable goods stores		Nondurable goods stores	
		Total (millions of dollars)	Per capita sales (dollars)	Total (millions of dollars)	Per capita sales (dollars)	Total (millions of dollars)	Per capita sales (dollars)
1974.....	211,636	540,988	2,556	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	806,898	3,660	278,528	1,263	528,370	2,397
1979.....	222,969	899,379	4,034	302,143	1,355	597,236	2,679
1980.....	225,632	960,767	4,258	292,383	1,296	668,384	2,962
1981.....	227,870	1,043,524	4,579	315,675	1,385	727,849	3,194
1982.....	230,117	1,074,837	4,671	324,489	1,410	750,348	3,261
1983.....	232,286	1,174,033	5,054	381,538	1,643	792,495	3,412

† Revised

U.S. Department of Commerce, Bureau of the Census, Current Population Reports, Series P-25, No. 955 August 1984.

FIGURE 3.

Estimated Per Capita Sales of All Retail Stores and of Durable and Nondurable Goods Stores: 1974-1983



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. 955, August 1984.

MERCHANDISE INVENTORIES

Inventories

The cost value of merchandise inventories in retail stores and warehouses on December 31, 1983, was \$134.0 billion, 10.2 percent above 1982 which is the largest gain in 5 years. Stocks of durable goods were up 13.4 percent, while nondurable goods inventories rose 7.5 percent.

All durable goods categories posted increases in 1983 reversing 1982 declines. The increases were led by the automotive group, up 16.4 percent, the largest gain since 1977. Stocks of furniture and building materials dealers rose 14.8 and 16.0 percent, respectively.

General merchandise and apparel stores both increased 10.1 percent, the largest gain in the nondurable goods category. Drug stores rose 8.8 percent while food stores were up 4.9 percent, followed by eating and drinking establishments, up 2.7 percent. Gasoline service stations were the only major group showing a decline, down 1.1 percent.

Sales/Inventory Ratios

Annual sales of all retail stores in 1983 were 8.8 times the cost of year-end inventories held in retail stores and warehouses, unchanged from 1982. The ratio of sales to year-end inventories increased 0.2 for durable goods stores while nondurable goods stores declined 0.2.

Eating and drinking establishments showed the largest increase in the relationship of sales to inventories with a ratio of 49.7 in 1983 compared to 46.5 in 1982. The ratio for gasoline service stations rose from 37.3 in 1982 to 38.3 in 1983, while the automotive dealers ratio for 1983 was 7.4 compared with 7.1 the preceding year.

The largest decline in 1983 was shown in food stores, down from 17.6 in 1982 to 17.4 while the general merchandise group decreased from 6.0 to 5.9 and apparel was down from 4.9 to 4.8.

FIGURE 4.

Total Merchandise Inventories of All Retail Stores: End of Year 1983 and 1982

(Merchandise inventories, at cost)

All Kinds of Business

1983 Total \$134.0 Billion
1982 Total \$121.6 Billion

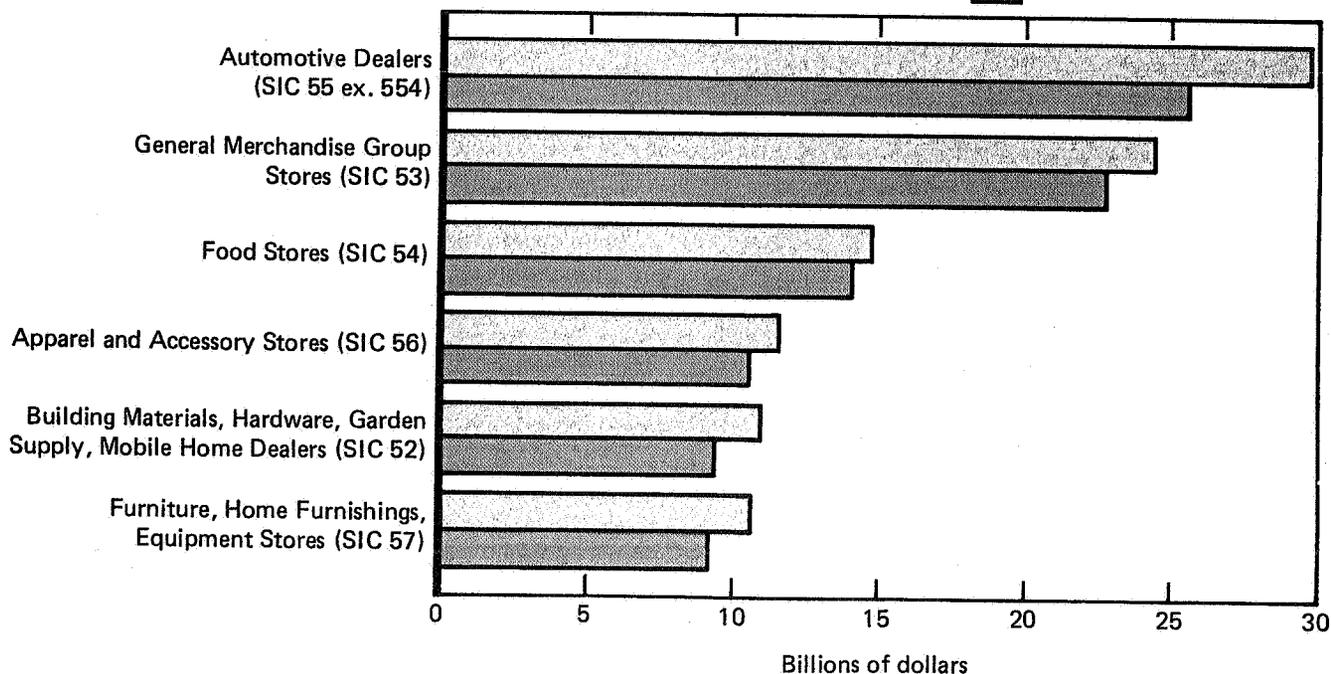


Table 5. Estimated Retail Merchandise Inventories and Sales/Inventory Ratios, by Kind of Business: End of Year 1983 and 1982

SIC	Kind of business	Merchandise inventories at cost (millions of dollars)			Sales/inventories ratio ¹	
		1983	1982	Percent change	1983	1982
	Retail trade, total.....	133,996	121,566	+10.2	8.8	8.8
	Total (excluding automotive group)...	104,231	95,996	+8.6	9.2	9.3
	Durable goods stores, total.....	63,815	56,288	+13.4	6.0	5.8
52	Building materials, hardware, garden supply, and mobile home dealers.....	10,987	9,470	+16.0	5.4	5.4
521,3,5	Building materials, supply, hardware stores	9,237	8,089	+14.2	5.7	5.5
521,3	Building materials and supply stores.....	6,754	5,708	+18.3	6.3	6.2
525	Hardware stores.....	2,483	2,381	+4.3	3.8	3.8
55 ex. 554	Automotive dealers.....	29,765	25,570	+16.4	7.4	7.1
551,2,5, 6,7,9	Motor vehicle and miscellaneous automotive dealers.....	25,857	22,120	+16.9	7.7	7.4
551,2	Motor vehicle dealers.....	23,333	19,597	+19.1	8.1	7.9
551	Motor vehicle dealers (franchised).....	22,006	18,582	+18.4	8.1	7.8
553	Automotive and home supply stores.....	3,908	3,450	+13.3	5.5	5.7
57	Furniture, home furnishings, equipment stores	10,672	9,297	+14.8	5.1	5.0
571	Furniture and home furnishings stores.....	5,965	5,233	+14.0	5.2	5.1
5712	Furniture stores.....	4,208	3,730	+12.8	4.7	4.8
5722,32	Household appliance, radio, and TV stores..	3,595	3,029	+18.7	5.3	5.0
5722	Household appliance stores.....	1,259	1,125	+11.9	6.2	5.9
5944	Jewelry stores.....	3,562	3,210	+11.0	2.5	2.6
	Nondurable goods stores, total.....	70,181	65,278	+7.5	11.3	11.5
53	General merchandise group stores.....	24,520	22,276	+10.1	5.9	6.0
531,9	Department stores, miscellaneous general merchandise stores.....	22,463	20,240	+11.0	6.0	6.1
531	Department stores.....	18,518	16,483	+12.3	6.3	6.5
533	Variety stores.....	2,057	2,036	+1.0	4.4	4.3
54	Food stores.....	14,861	14,162	+4.9	17.4	17.6
541	Grocery stores.....	14,144	13,495	+4.8	17.1	17.3
554	Gasoline service stations.....	2,748	2,779	-1.1	38.3	37.3
56	Apparel and accessory stores.....	11,620	10,555	+10.1	4.8	4.9
561	Men's, boy's clothing, furnishings stores..	1,957	1,918	+2.0	4.3	4.2
562	Women's ready-to-wear stores.....	3,371	2,801	+20.3	5.9	6.4
565	Family clothing stores.....	2,708	2,309	+17.3	4.7	5.0
566	Shoe stores.....	2,410	2,302	+4.7	4.0	3.9
58	Eating and drinking places.....	2,312	2,252	+2.7	49.7	46.5
591	Drug stores and proprietary stores.....	6,496	5,972	+8.8	6.1	6.0
592	Liquor stores.....	2,269	2,195	+3.4	9.0	8.8
53,56,57, 594	GAF, total ²	57,600	52,228	+10.3	5.1	5.1

¹ Revised
¹ See explanatory material for an explanation of the method used to calculate sales/inventories ratio.
² GAF represents stores which specialize in department store types of merchandise (see explanatory material).

Note: Measures of sampling variability are shown in table A-1. U.S. and group totals include kinds of business not shown separately.

Table 6. Methods of Inventory Valuation, by Kind of Business: 1983 and 1982

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

SIC	Kind of business	Last in, first out methods ¹		All other methods		SIC	Kind of business	Last in, first out methods ¹		All other methods	
		1983	1982	1983	1982			1983	1982	1983	1982
	Retail trade, total.....	28	27	72	73		Nondurable goods stores, total.....	39	38	61	62
	Total (excluding automotive group).....	30	29	70	71	53 531	General merchandise group stores..	66	^r 65	34	^r 35
	Durable goods stores, total.	16	15	84	85	54 541	Department stores.....	74	^r 74	26	^r 26
52	Building materials, hardware, Garden supply, and mobile home dealers.....	13	14	87	86	554 56	Food stores.....	36	36	64	64
55 ex. 554	Automotive dealers.....	21	20	79	80	58	Grocery stores.....	38	38	62	62
553	Automotive and home supply stores.....	14	17	86	83	591 592	Gasoline service stations.....	8	^r 9	92	^r 91
57	Furniture, home furnishings, equipment stores.....	8	7	92	93	53,56,57 594	Apparel and accessory stores.....	12	11	88	89
							Eating and drinking places.....	2	2	98	98
							Drug stores and proprietary stores	36	35	64	65
							Liquor stores.....	2	3	98	97
							GAF, total.....	35	34	65	66

^r Revised

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

Table 7. Estimated Merchandise Inventories of Retail Stores, by Legal Form of Ownership and Kind of Business: 1983

SIC	Kind of business	Total (millions of dollars)	Individual proprietorships (percent of total)	Partnerships (percent of total)	Corporations (percent of total)
	Retail trade, total.....	133,996	10	3	86
	Total (excluding automotive group).....	104,231	11	3	85
	Durable goods stores, total.....	63,815	11	3	86
52	Building materials, hardware, garden supply, and mobile home dealers....	10,987	9	5	86
55 ex. 554	Automotive dealers.....	29,765	7	2	91
57	Furniture, home furnishings, equipment stores.....	10,672	11	4	85
	Nondurable goods stores, total.....	70,181	9	2	87
53	General merchandise group stores.....	24,520	1	(Z)	98
531	Department stores.....	18,518	(Z)	(Z)	99
54	Food stores.....	14,861	12	3	85
541	Grocery stores.....	14,144	11	2	86
554	Gasoline service stations.....	2,748	36	7	56
56	Apparel and accessory stores.....	11,620	12	4	84
58	Eating and drinking places.....	2,312	17	5	77
591	Drug stores and proprietary stores.....	6,496	9	2	89

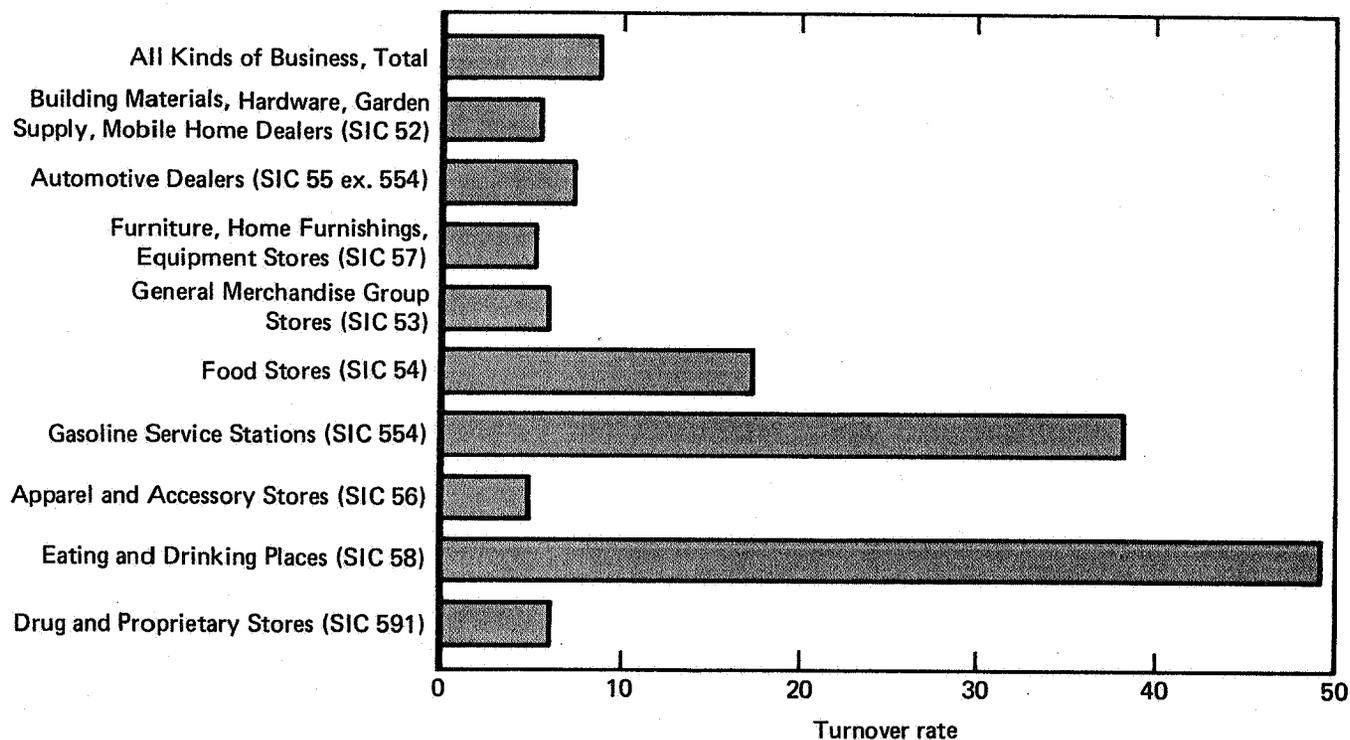
Z The dollar amount is less than 1 percent of all forms of ownership combined.

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

FIGURE 5.

Retail Sales/Inventory Ratios, by Kind of Business: 1983

(Annual turnover: 1983 sales divided by year-end inventories, at cost)



PURCHASES AND GROSS MARGIN

Purchases of all retail stores in 1983 were estimated at \$818.0 billion. The gross margin for total sales was \$368.5 billion, representing 31.4 percent of estimated sales.

For the durable goods category, the gross margin was \$106.0 billion, 27.8 percent of sales. The furniture group posted the highest gross margin to sales ratio, 39.6 percent, while the automotive group showed the lowest, 20.9 percent; building

materials dealers were 30.8 percent.

The gross margin for the nondurable goods category was \$262.4 billion, 33.1 percent of sales. The highest gross margin to sales ratio was 60.5 percent in eating and drinking establishments followed by apparel and general merchandise stores with ratios of 42.2 and 37.4 percent, respectively. The lowest gross margin to sales ratio was reported by gasoline stations, 15.4 percent.

Table 8. Estimated Sales, Purchases, Gross Margin, and Gross Margin as a Percent of Sales, by Kind of Business: 1983

(millions of dollars)

SIC	Kind of business	Total sales	Purchases	Gross margin ¹	Gross margin as a percent of sales
	Retail trade, total.....	1,174,033	817,985	368,478	31.4
	Total (excluding automotive group)...	954,157	639,780	322,612	33.8
	Durable goods stores, total.....	381,538	283,019	106,046	27.8
52	Building materials, hardware, garden supply, and mobile home dealers.....	59,871	42,953	18,435	30.8
521,3,5	Building materials, supply, hardware stores	52,330	37,760	15,718	30.0
521,3	Building materials and supply stores.....	42,786	31,331	12,501	29.2
525	Hardware stores.....	9,544	6,429	3,217	33.7
55 ex. 554	Automotive dealers.....	219,876	178,205	45,866	20.9
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	198,259	163,716	38,280	19.3
551,2	Motor vehicle dealers.....	189,055	156,707	36,084	19.1
551	Motor vehicle dealers (franchised).....	177,898	148,072	33,250	18.7
553	Automotive and home supply stores.....	21,617	14,489	7,586	35.1
57	Furniture, home furnishings, equipment stores	53,981	33,967	21,389	39.6
571	Furniture and home furnishings stores.....	30,794	18,418	13,108	42.6
5712	Furniture stores.....	19,873	12,042	8,309	41.8
5722,32	Household appliance, radio, and TV stores..	18,996	12,826	6,736	35.5
5722	Household appliance stores.....	7,798	5,667	2,265	29.0
5944	Jewelry stores.....	8,990	4,845	4,497	50.0
	Nondurable goods stores, total.....	792,495	534,966	262,432	33.1
53	General merchandise group stores.....	143,491	92,104	53,631	37.4
531,9	Department stores, miscellaneous general merchandise stores.....	134,369	86,169	50,423	37.5
531	Department stores.....	117,323	74,184	45,174	38.5
533	Variety stores.....	9,122	5,935	3,208	35.2
54	Food stores.....	258,964	198,036	61,627	23.8
541	Grocery stores.....	242,362	188,246	54,765	22.6
554	Gasoline service stations.....	105,374	89,105	16,238	15.4
56	Apparel and accessory stores.....	55,915	33,360	23,620	42.2
561	Men's, boy's clothing, furnishings stores..	8,422	4,757	3,704	44.0
562	Women's ready-to-wear stores.....	19,822	11,915	8,477	42.8
565	Family clothing stores.....	12,844	8,171	5,072	39.5
566	Shoe stores.....	9,538	5,333	4,313	45.2
58	Eating and drinking places.....	114,837	45,474	69,423	60.5
591	Drug stores and proprietary stores.....	39,845	27,895	12,474	31.3
592	Liquor stores.....	20,422	15,454	5,042	24.7
53,56,57,594	GAF, total ²	291,637	182,752	114,293	39.2

¹See explanatory material for an explanation of gross margin.

²GAF represents stores which specialize in department store types of merchandise (see explanatory material).

ACCOUNTS RECEIVABLE

Retail stores registered a year-to-year increase of 14.7 percent to a level of \$50.5 billion in accounts receivable balances as of December 31, 1983. Installment account balances rose 15.7 percent while charge accounts increased 12.2 percent.

Durable good stores, with year-end balances of \$14.7 billion, were up 16.4 percent from 1982. Building materials and automotive dealers showed increases of 18.5 percent and 17.4 percent, respectively.

Accounts receivable balances for nondurable goods stores amounted to \$35.8 billion, up 14.1 percent from 1982. The general merchandise group reported unpaid balances totaling

\$27.8 billion (55 percent of the total for all retail stores), and apparel stores had \$2.3 billion in unpaid balances.

Approximately 97 percent of the 1983 year-end credit balances due from customers of the general merchandise group was on installment accounts. Installment accounts represented approximately 74 percent of year-end 1983 outstanding balances from furniture group stores. In contrast, the credit balances for building materials dealers were predominantly on charge accounts (80 percent of their total accounts receivables). For automotive dealers, about 54 percent of the balances were outstanding charge accounts.

Table 9. Estimated Accounts Receivable of Retail Stores, by Type of Account and Kind of Business: End of Year 1983 and 1982

(millions of dollars)

SIC	Kind of business	1983	1982 ¹ revised	Percent change	SIC	Kind of business	1983	1982 ¹ revised	Percent change
	ACCOUNTS RECEIVABLE					INSTALLMENT ACCOUNTS			
	Retail trade, total.....	50,506	44,017	+14.7		Retail trade, total.....	37,470	32,395	+15.7
	Total (excluding automotive group).....	46,307	40,441	+14.5		Total (excluding automotive group).....	35,518	31,026	+14.5
	Durable goods stores, total.....	14,717	12,648	+16.4		Durable goods stores, total.....	7,443	6,284	+18.4
52	Building materials, hardware, garden supply, and mobile home dealers.....	4,177	3,524	+18.5	55 ex. 554	Automotive dealers.....	1,952	1,369	+42.6
55 ex. 554	Automotive dealers.....	4,199	3,576	+17.4	57	Furniture, home furnishings, and equipment stores.....	3,322	3,032	+9.6
57	Furniture, home furnishings, and equipment stores.....	4,464	3,935	+13.4		Nondurable goods stores, total....	30,027	26,111	+15.0
	Nondurable goods stores, total....	35,789	31,369	+14.1	53	General merchandise group stores ²	26,888	23,144	+16.2
53	General merchandise group stores ²	27,750	24,019	+15.5	531	Department stores.....	26,707	22,925	+16.5
531	Department stores.....	27,502	23,723	+15.9	56	Apparel and accessory stores.....	1,605	1,527	+5.1
554	Gasoline service stations.....	1,051	1,000	+5.1		OPEN-END INSTALLMENT ACCOUNTS			
56	Apparel and accessory stores.....	2,294	2,154	+6.5		Retail trade, total.....	33,662	28,895	+16.5
58	Eating and drinking places.....	557	466	+19.5		Total (excluding automotive group).....	32,255	27,805	+16.0
	CHARGE ACCOUNTS					Durable goods stores, total.....	4,758	4,033	+18.0
	Retail trade, total.....	13,040	11,621	+12.2	57	Furniture, home furnishings, and equipment stores.....	1,665	1,510	+10.3
	Total (excluding automotive group).....	10,791	9,414	+14.6	53	Nondurable goods stores, total....	28,904	24,862	+16.3
	Durable goods stores, total.....	7,280	6,364	+14.4	531	General merchandise group stores ²	26,147	22,244	+17.5
52	Building materials, hardware, garden supply, and mobile home dealers.....	3,337	2,712	+23.0	56	Department stores ²	25,990	22,052	+17.9
55 ex. 554	Automotive dealers.....	2,249	2,207	+1.9		Apparel and accessory stores.....	1,562	1,486	+5.1
57	Furniture, home furnishings, and equipment stores.....	1,142	904	+26.3		CLOSED-END INSTALLMENT ACCOUNTS			
	Nondurable goods stores, total....	5,760	5,257	+9.6		Retail trade, total.....	3,808	3,500	+8.8
53	General merchandise group stores ²	862	875	-1.5	57	Total (excluding automotive group).....	3,263	3,221	+1.3
531	Department stores.....	794	799	-0.6		Durable goods stores, total.....	2,685	2,251	+19.3
554	Gasoline service stations.....	889	883	+0.7		Furniture, home furnishings, and equipment stores.....	1,657	1,522	+8.9
56	Apparel and accessory stores.....	691	626	+10.4	53	Nondurable goods stores, total....	1,123	1,249	-10.1
					531	General merchandise group stores ²	741	900	-17.7
						Department stores.....	717	873	-17.9

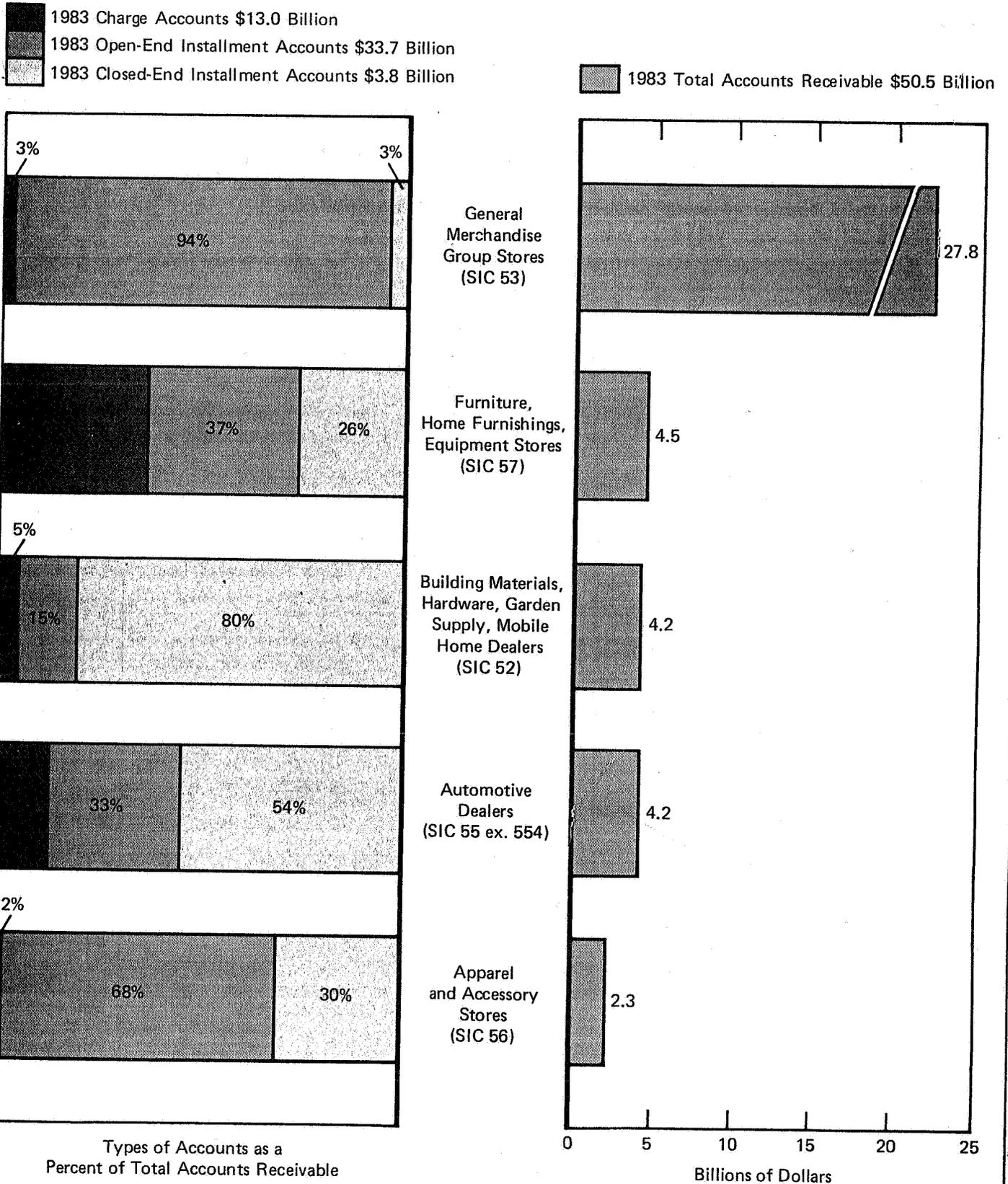
¹Revised based on additional information from respondents.

²Includes mail-order houses engaged in the sale of department store merchandise (SIC 5961 part).

NOTE: Measures of sampling variability are shown in table A-2.

FIGURE 6.

Total Accounts Receivable, Charge, Open-End Installment, and Closed-End Installment Accounts of All Retail Stores: End of Year 1983



Appendix A. 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 servicing retail establishments. 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 29 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 61 percent for stores in the general merchandise group to about 5 percent for automotive dealers). Inventory data for a date other than December 31 have been accepted and included in the tabulations without adjustment.

However, for firms which value their inventories on a last-in first-out (LIFO) basis as well as another method (e.g., first-in first-out) the LIFO value of inventories are shown in this publication.

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.

Purchases, Cost of Goods Sold, and Gross Margin

Purchases. Purchases represent the total cost, after deduction of returns and discounts for early payment, of merchandise which was purchased for resale during the year, whether or not payment for the merchandise was made during the year. Purchases data include cash and credit purchases made at central offices and company warehouses, but exclude deliveries from central offices or warehouses to the retail store. Also included are the cost of freight, delivery and other transportation costs, import duties, goods in transit where title has passed to the purchaser, and amounts allowed for trade-ins exclusive of rebates and discounts granted as an increase in trade-in allowance.

Companies engaged in both manufacturing and retail operations were asked to report purchases at the cost value of inter-company transfers from their plants or warehouses to their retail stores. These companies were also requested to report the cost of outside purchases.

Purchases exclude expenditures for supplies or equipment intended for company use rather than for resale, and also goods involved in the purchase price of the business.

Cost of goods sold. This item is not shown separately in this report. Cost of goods sold was calculated by adding all purchases (net of returns, allowances, and discounts but including charges for freight, insurance, etc.) during the year to the December 31, 1982 inventory to obtain cost of goods available for sale. Cost of goods sold was obtained by deducting the December 31, 1983 inventory from cost of goods available for sale.

Gross Margin. This item represents total sales less cost of goods sold. Gross margin is equivalent to the cost of all materials (as distinguished from goods to be resold) and services provided in retail establishments whether provided by the retail firm itself or purchased by it from others.

Accounts Receivable Balances

Retail accounts receivables 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., con-

sumer 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 16) for sales, merchandise inventories, and accounts receivable are also available on written request to the Bureau of the Census.

SAMPLE DESIGN AND RELIABILITY OF DATA

Description of Sample

The 1983 Annual Retail Trade sample consists of all sampling units tabulated in the production of monthly estimates of retail

sales published in the Current Business Reports Series BR, *Monthly Retail Trade*. Specifically it consists of all sampling units in the list component and the area component of the sample for the months of November and December 1983 and January 1984. 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:

1. It must be on the latest available IRS mailing list for the 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 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, Purchases, and Accounts Receivable Balances

The 1983 sales, purchases, and accounts receivable estimates published in this report were developed from the summation of weighted data reported by the sampling units in the 1983 Annual Retail Trade Survey (see Description of sample). The assigned weights are the inverse of the probabilities of selection of the sampling units. The 1982 sales estimates were obtained from the 1982 Annual Retail Trade Survey unless indicated as revised (from the 1983 Annual Retail Trade Survey).

INVENTORIES

The estimates of total inventory published in this report exclude LIFO reserve for firms which are on a LIFO basis. (The LIFO reserve is the difference between a given physical stock valued on a non-LIFO basis, for example FIFO and that same physical stock valued at LIFO; i.e., non-LIFO value minus LIFO value). In the 1983 Annual Retail Trade Survey, sampling units which used

LIFO costing for part or all of their inventory were also asked to report LIFO reserve. Estimates of inventory (including reserve) were developed from the summation of weighted data reported by the sampling units. Estimates of LIFO reserve were then developed and subtracted from the inventory (including reserve) estimates to yield the published inventory estimates. The 1982 estimates were obtained from the 1982 Annual Retail Trade Survey unless indicated as revised (from the 1983 Annual Retail Trade Survey).

RELIABILITY OF DATA

Estimated measures of the sampling variability of the estimates are shown in tables 10 and 11. 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 A-1 and A-2 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 A-1 and A-2. 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 difference of response or nonreporting. Nonresponse amounted to about 4 percent for sales, 3 percent for inventories, 10 percent for purchases, and 2 percent for accounts receivable.

Table A-1. Estimated Coefficients of Variation for Sales, Purchases, and Inventory Estimates

(in percent)

C	Kind of business	Dollar volume			SIC	Kind of business	Dollar volume		
		Estimates					Estimates		
		Sales	Inv	Purch			Sales	Inv	Purch
	Retail trade, total.....	0.7	0.7	0.7		Nondurable goods stores, total.....	0.6	0.6	0.6
	Total (excluding automotive group).....	0.7	0.8	0.7	53 531,9	General merchandise group stores.....	0.3	0.4	0.3
	Durable goods stores, total.....	1.0	1.4	1.1	531 539	Department stores, miscellaneous general merchandise stores.....	0.3	0.4	0.4
					533	Department stores.....	0.0	0.0	0.0
52	Building materials, hardware, garden supply, and mobile home dealers.....	2.6	3.2	3.2	54 541	Miscellaneous general merchandise stores.....	2.6	(NA)	(NA)
521,3,5	Building materials, supply, hardware stores.....	3.1	3.3	3.7	546	Variety stores.....	2.1	2.1	2.3
521,3	Building materials and supply stores.....	3.8	4.2	4.4	554	Food stores.....	1.2	1.3	1.2
525	Hardware stores.....	3.7	4.5	3.8	56 561	Grocery stores.....	1.1	1.3	1.2
					562,3,8	Retail bakeries.....	8.7	(NA)	(NA)
55 ex. 554	Automotive dealers.....	1.3	2.0	1.5	562	Gasoline service stations.....	2.1	4.1	2.1
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers.....	1.4	2.1	1.6	565	Apparel and accessory stores.....	1.5	1.6	2.0
551,2	Motor vehicle dealers.....	1.4	2.0	1.6	566	Men's, boy's clothing, furnishings stores.....	3.1	4.0	3.3
551	Motor vehicle dealers (franchised).....	1.4	2.0	1.7	58	Women's clothing, specialty stores, furriers.....	1.7	(NA)	(NA)
553	Auto and home supply stores.....	4.9	5.8	5.6	5812 5812(part)	Women's ready-to-wear stores.....	1.7	2.6	2.3
					5813	Family clothing stores.....	3.0	3.2	4.1
57	Furniture, home furnishings, equipment stores.....	2.3	2.6	2.5	5813	Shoe stores.....	2.4	3.0	2.5
571	Furniture and home furnishings stores.....	2.7	3.5	2.7	591	Eating and drinking places.....	2.6	2.5	2.5
5712	Furniture stores.....	3.1	4.3	3.4	592	Eating places.....	2.8	(NA)	(NA)
5722,32	Household appliance, radio, and TV stores.....	3.7	4.3	4.2	596	Restaurants, lunchrooms, cafeterias.....	2.7	(NA)	(NA)
22	Household appliance stores.....	6.1	6.2	6.8	5961	Refreshment places.....	5.3	(NA)	(NA)
					(part)	Drinking places (alcoholic beverages).....	6.3	(NA)	(NA)
5944	Jewelry stores.....	3.2	3.7	4.3	53,56,57, 594	Drug stores and proprietary stores.....	1.8	1.9	1.7
						Liquor stores.....	4.3	5.4	4.6
						Nonstore retailers.....	3.1	(NA)	(NA)
						Mail-order houses (department store merchandise).....	0.0	(NA)	(NA)
						GAF, total.....	0.7	0.8	0.7

NOTE: The estimates of sampling variability shown above are based on sales, inventory and purchases estimates derived from the annual retail trade survey

NA Not available

Table A-2. Estimated Coefficients of Variation for Accounts Receivable Estimates

(In percent)

SIC	Kind of business	Dollar Volume Estimate	SIC	Kind of business	Dollar Volume Estimate
	Accounts receivable			Installment accounts	
	Retail trade, total.....	1.2		Retail trade, total.....	1.2
	Durable goods stores, total.....	4.2		Durable goods stores, total.....	5.9
52	Building materials, hardware, garden supply, and mobile home dealers.....	6.1	55 ex. 554	Automotive dealers.....	14.7
55 ex. 554	Automotive dealers.....	9.0	57	Furniture, home furnishings, and equipment stores.....	8.4
57	Furniture, home furnishings, and equipment stores.....	6.6		Nondurable goods stores, total.....	0.4
	Nondurable goods stores, total.....	0.7	53	General merchandise group stores.....	0.2
			531	Department stores.....	0.0
53	General merchandise group stores.....	0.2	56	Apparel and accessory stores.....	4.1
531	Department stores.....	0.0		Open-end installment accounts	
554	Gasoline service stations.....	10.7		Retail trade, total.....	0.9
56	Apparel and accessory stores.....	4.5		Durable goods stores, total.....	6.3
58	Eating and drinking places.....	13.3		Furniture, home furnishings, and equipment stores.....	9.2
	Charge accounts		57	Nondurable goods stores, total.....	0.3
	Retail trade, total.....	3.7	53	General merchandise group stores.....	0.1
	Durable goods stores, total.....	5.7	531	Department stores.....	0.0
52	Building materials, hardware, garden supply, and mobile home dealers.....	6.9	56	Apparel and accessory stores.....	4.0
55 ex. 554	Automotive dealers.....	7.2		Closed-end installment accounts	
57	Furniture, home furnishings, and equipment stores.....	10.6		Retail trade, total.....	10.7
	Nondurable goods stores, total.....	4.3		Durable goods stores, total.....	15.4
53	General merchandise group stores.....	2.4	57	Furniture, home furnishings, and equipment stores.....	18.8
531	Department stores.....	0.0		Nondurable goods stores, total.....	4.4
554	Gasoline service stations.....	12.0	53	General merchandise group stores.....	2.5
56	Apparel and accessory stores.....	8.9	531	Department stores.....	0.0

Appendix B. Kind-of-Business Classifications

GENERAL DESCRIPTION

Retail trade SIC Major Groups 52-59, includes establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of goods.

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. Establishments known as "home centers" are included here.

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.

¹ Data for this kind of business are not shown separately but are included in the larger 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, aircraft, 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.

Draperies, 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, window shades, and fireplace accessories.

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.

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), sound reproducing equipment and home computers. 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 durable 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.

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 larger group: GAF (SIC 53, 56, 57, and 594x).

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

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

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.

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, telephones, 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

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 larger group: GAF (SIC 53, 56, 57, and 594x).

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 catalog showrooms or 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 larger 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 and establishments known as "truck stops" which are primarily engaged in selling diesel fuel to truckers are also 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)

Establishments in this major group are 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.

Restaurants, Lunchrooms, Cafeterias, and Contract Feeding (SIC 5812 part).

Restaurants and Lunchrooms.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 food.

Cafeterias.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.

Contract Feeding.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, institutions, etc, however, the management is always supplied by the contractor.

Social Caterers (SIC 5812 part).⁵ Establishments primarily engaged in serving prepared food and beverages for weddings, banquet, 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.

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 larger group totals.

Refreshment Places, Ice Cream, and Frozen Custard Stands (SIC 5812 part).

Refreshment Places.⁶ 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.

Ice Cream and Frozen Custard Stands.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)

This includes all retail nondurable goods stores not elsewhere classified.

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 (excluding office furniture and machines).

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

Mail-Order Houses (Department Store Merchandise) (5961 part). 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.

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.

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

³Data for this kind of business are not shown separately but are included in the larger group: GAF (SIC 53, 56, 57, and 594x).

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.

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