

## Notes for Use

This yearbook contains the results of a survey based on the Current Survey of Commerce. The contents are outlined below:

### 1. Survey purpose

The Survey aims to clarify the trends in sales activities of commercial establishments (hereinafter "establishments") and enterprises.

### 2. Legal framework

The Survey, the Fundamental Statistics Survey under the Statistics Law, is conducted according to the Regulations for the Current Survey of Commerce (Ministry of International Trade and Industry Ordinance No. 17, 1953).

### 3. Survey scope

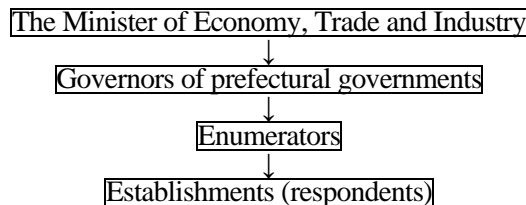
The establishments and enterprises throughout the nation which come under Division "I" of the Japan Standards Industrial Classification (wholesale and retail trade) excluding agency businesses, brokerage businesses.

### 4. Survey method and route

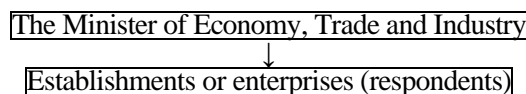
For this survey, the Ministry of Economy, Trade and Industry commissions prefectural governments, through the survey-takers, to request the surveyed establishments to fill in questionnaires, which are then collected.

However, the Ministry of Economy, Trade and Industry directly request the head offices of the department stores and supermarkets and the convenience stores and the large-scale speciality retailers for home electric appliances and the drugstores and the home improvement stores to fill in questionnaires, and then collect them.

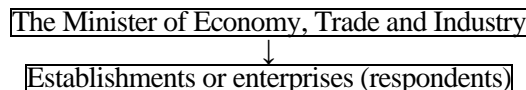
#### (1) Survey by enumerators



#### (2) Mail survey



#### (3) Online survey



### 5. Date of survey

The date of the survey is the end of each month. The date of the survey for commodity stocks is the end of term (March, June, September and December).

### 6. Sample design

This survey (excluding D survey) has been carried out since July 2015 for the establishments selected according to the sampling logic, with establishments surveyed in the 2012 Economic Census for Business Activity as the population. Samples consist of two groups: individual and regional, as follows. The sampling is designed so that any sampling errors for each industrial category will be 5% or less (8% or less for wholesale) (with the standard rate of deviation shown).

(1) Individual samples

(a) Individual samples will be selected from all wholesale establishments, automobile retail establishments, machinery and equipment retail establishments, fuel retail establishments and nonstore retail establishments and other retail establishments with 20 or more employees (including the department stores and supermarkets). Affiliated offices of companies targeted in this survey are excluded from the sample design.

(b) Sampling frames (hereafter "cells") are set for each industrial category and employee-scale division, and the number of samples will be decided for each cell.

(2) Regional samples

(a) Regional samples will be selected from retail establishments (excluding automobile retail establishments, machinery and equipment retail establishments, fuel retail establishments and nonstore retail establishments) with fewer than 20 employees from 143 predetermined survey areas.

(b) In drawing the survey areas, the survey areas of statistics Economic Census for Business Activity are made the population and stratified into four layers.

## 7. Kind and Scope of Questionnaire

The questionnaire is divided into Questionnaire A, Questionnaire B, Questionnaire C and Questionnaire D.~G.

(1) Scope of Questionnaire A

General commodities wholesale establishments with 100 or more employees and wholesale establishments with 200 or more employees that are designated by the Minister of Economy, Trade and Industry.

(2) Scope of Questionnaire B

(a) Wholesale establishments which are not covered by Questionnaire A, and automobile retail establishments, machinery and equipment retail establishments, fuel retail establishments and nonstore retail establishments and retail establishments with 20 or more employees which are not covered by Questionnaire C and D and E and F and G that are designated by the Minister of Economy, Trade and Industry.

(b) Retail establishments (excluding automobile retail establishments, machinery and equipment retail establishments, fuel retail establishments and nonstore retail establishments and D and E and F and G) from among those with less than 20 employees and located in the survey area designated by the Minister of Economy, Trade and Industry.

(3) Scope of Questionnaire C

Department stores and supermarkets (see 11.(3)) designated by the Minister of Economy, Trade and Industry from among retail establishments with 50 or more employees.

(4) Scope of Questionnaire D

An enterprise that the Minister of Economy, Trade and Industry designates at a chain enterprise head office in a convenience store beyond the fixation scale ("5891" in the Japan standard industrial classification) .

(5) Scope of Questionnaire E

Businesses that have establishments classified as "5931 Electrical appliance stores, except secondhand goods" or "5932 Office machinery of electric appliance stores, except secondhand goods" in the Japan Standard Industrial Classification and have 10 or more large-scale speciality retailers for home electric appliances with 500 m<sup>2</sup> or more sales floor space.

(6) Scope of Questionnaire F

Businesses that have establishments classified as "6031 drugstores" in the Japan Standard Industrial Classification and have 50 or more drugstores or have 10 billion yen or more annual sales of drugstores.

(7) Scope of Questionnaire G

Businesses that have establishments classified as "6091 Home improvement stores" in the Japan Standard Industrial Classification and have 10 or more home improvement stores or have 20 billion yen or more annual sales of home improvement stores.

## 8. Method for estimating sales by industrial category

A ratio estimate is used to estimate the sales amount of each industrial category from the results of the survey samples (for sales of the department stores and supermarkets, however, the actual amount is added). A ratio estimate is a method to estimate the total sales of the current month by totaling sales at samples for each cell, determining the ratio of month-to-month change and multiplying the previous month's sales amount by that ratio.

Included the survey are: "Retail trade (Food and beverages);" "Machinery and equipment stores;" "Medicine and Toiletry stores;" "other retail" as enterprise estimations from "convenience stores;" which is an enterprise study, "Large-scale speciality retailers for home electric appliances;" "Drugstores;" and "Home improvement stores" respectively.

(1) Individual sample

$$\hat{X}_{ij}^t = \hat{X}_{ij}^{t-1} \times \frac{\frac{1}{f_{ij}} \sum_k^n x_{ijk}^t}{\frac{1}{f_{ij}} \sum_k^n x_{ijk}^{t-1}} = \hat{X}_{ij}^{t-1} \times \frac{\sum_k^n x_{ijk}^t}{\sum_k^n x_{ijk}^{t-1}}$$

(2) Regional sample

$$\hat{X}_i^t = \hat{X}_i^{t-1} \times \frac{\sum_j \left( \frac{1}{f_j} \sum_l^m \sum_k^n x_{ijlk}^t \right)}{\sum_j \left( \frac{1}{f_j} \sum_l^m \sum_k^n x_{ijlk}^{t-1} \right)}$$

$$\hat{X}_i^t = \sum_j \hat{X}_{ij}^t \quad (\hat{X}_{ij}^t: \text{total of employee classification or layer})$$

(3) Enterprise sample

$$\hat{X}'_i{}^t = \hat{X}'_i{}^{t-1} \times \frac{\frac{1}{f_i} \sum_k^n x_{ik}^t}{\frac{1}{f_i} \sum_k^n x_{ik}^{t-1}} = \hat{X}'_i{}^{t-1} \times \frac{\sum_k^n x_{ik}^t}{\sum_k^n x_{ik}^{t-1}}$$

A ratio estimate by industrial category is the total of estimation of monthly sales for each cell.

$$\hat{X}_i^t = \sum_j \hat{X}_{ij}^t + \hat{X}'_i{}^t \quad (\sum_j \hat{X}_{ij}^t: \text{ratio estimate of establishments, } \hat{X}'_i{}^t: \text{ratio estimate of enterprise})$$

### 【Explanation of signs】

$i$ : Industrial classification	$t$ : Month
$j$ : Scale of employee classification	$x$ : Monthly salse of individual sample
$n$ : Number of individual samples	$\hat{X}$ : Estimation of monthly sales(establishment)
$m$ : Numeber of regional samples	$f$ : Extraction ratio
$l$ : Re gional sample number	$\hat{X}'$ : Estimation of monthly sales(enterprise)
$k$ : Individual sample number which is same as previous month	

## 9. Level correction

As the Current Survey of Commerce is a sample survey with the Census of Commerce or Economic Census for Business Activity as its population, as soon as the results of the latter survey, conducted every two or three years, are published, the figures of the former are revised to match those of the latter (level correction).but level correction by the 2012 Economic Census for Business Activity was canceled from influence to the user.

And therefor with the results of the 2007 Census of Commerce as the basis, a level correction was made in the Revised Report for January 2013.

(1) The way to find the amount of sales by the type of industry or scale of employee classification for 36 months (April 2004 ~ March 2007) is as follows:

$$Y_{ij} = \sum_{t=25}^{36} \hat{X}_{ij}^t = \alpha_{ij} \cdot \sum_{t=25}^{36} \hat{X}'_{ij}{}^t \quad \hat{X}_{ij}^t = \left( \sqrt[36]{\alpha_{ij}} \right)^t \cdot \hat{X}'_{ij}{}^t \quad (1 \leq t \leq 36)$$

$$\alpha_{ij} \text{ satisfies } \sum_{t=25}^{36} \left( \sqrt[36]{\alpha_{ij}} \right)^t \cdot \hat{X}'_{ij}{}^t = Y_{ij} \quad \text{so calculations are repeated and adjusted}$$

**【Explanation of signs】**

$Y_{ij}$  = The amount of annual sales: i type of industry, j scale of employee classification of the 2007 Census of Commerce

$\hat{X}_{ij}$  = The amount of annual sales: i type of industry, j scale of employee classification as result of level correction of the 2007 Current Survey of Commerce

$\hat{X}_{ij}^t$  = Value of t moment: i type of industry, j scale of employee classification of monthly sales as result of level correction

$\tilde{X}_{ij}^t$  = Value of t moment: i type of industry, j scale of employee classification of monthly sales before level correction

Also, moment "t" is the serial number for that month which corresponds with the time series in which the point in the time with April 2004 set as t=1, and March 2007 set as t=36.

(2) Method of estimating the amount of sales after April 2007

It is calculated as "8.Method for estimating sales by industrial category."

(3) Period of Standard Revision

See "Comparative Table of Standard Revision for Census of Commerce and Current Survey of Commerce."

**Comparative Table of Standard Revision for Census of Commerce and Current Survey of Commerce**

Census of Commerce			Level Correction		
Date of survey		Period for Annual sales	Kind of report	Date of publication	Unit for Revision
1970	June 1	June 1969 to May 1970	Revised	January 1975	By industry
1972	May 1	May 1971 to April 1972	Preliminary	January 1975	
1974	May 1	May 1973 to April 1974	Revised	August 1978	
1976	May 1	May 1975 to April 1976	Preliminary	August 1978	
1979	June 1	June 1978 to May 1979	Revised	March 1982	By industry and by number of employees
1982	June 1	June 1981 to May 1982	Revised	April 1984	
1985	May 1	May 1984 to April 1985	Revised	October 1986	
1988	June 1	June 1987 to May 1988	Revised	January 1990	
1991	July 1	July 1990 to June 1991	Revised	May 1993	
1994	July 1	July 1993 to June 1994	Preliminary	December 1995	
1997	June 1	June 1996 to May 1997	Preliminary	January 1999	
1999	July 1	April 1998 to March 1999	Preliminary	October 2001	
2002	June 1	April 2001 to March 2002	Revised	February 2004	
2004	June 1	April 2003 to March 2004	Revised	February 2007	
2007	June 1	April 2006 to March 2007	Revised	January 2013	

**10. Definitions of Survey Items**

(1) Commodity Sales

Actual sales from the beginning to the end of the survey month.

Commodity sales include those made in stores, those made via merchandise advertising portals including catalogues, newspapers, magazines, television, radio, or the Internet, and those made by business which sell or contract to sell their merchandise door-to door to individuals (hereafter "mail-order business through internet or the like"). If the business sells merchandise by mail-order through the internet or the like without having a physical public sales space, it is classified as a nonstore retailer. Retail establishments and enterprises which have store(s) and also engage in mail-order business through the internet or the like are classified by the appropriate retail trade according to the type and amount of their merchandise sales.

(2) Number of Employees

The number of employees engaged in duties in establishments at the end of the survey month, consisting of entrepreneurs, unpaid family employees, paid directors of companies and associations, and regular employees.

Regular employees are those employed for an unfixed period or a period of one month or longer, and temporary workers and day laborers who were employed for 18 days or longer in each of the two months preceding the survey month.

Regular employees do not include those sent from other establishments, but include those loaned to other establishments. Regular employees do not include long-absent employees who have received no payment for one month or longer.

(3) Sales Floor Area

The total floor area used for the sale of commodities, excluding gift certificate shops, restaurants, tearooms, passages, elevators, escalators, stairs, rest rooms, toilets, offices, warehouses, delivery stations and parking lots.

(4) Business Days

The number of days the establishment actually does business in the survey month.

(5) Monthly Sales of Gift Certificate

Sales of gift certificates in the survey month.

(6) Commodity Stocks at the end of term

Stocks of commodities for sale at the end of term(March, June, September and December).  
In principle, Commodity stocks is estimated at the cost of goods purchased.

(7) Inventory Ratio

The inventory ratio is calculated as follows:

Inventory ratio = value of commodity stocks at the end of term/ value of commodity monthly sales  
× 100

**11. Methods of preparing and reading statistical tables**

(1) Commercial Sales

These statistical tables are estimated sales of wholesalers and retailers throughout the nation using all samples (partly including the complete survey), compiled for establishments and enterprises drawn from the individual sample survey and the regional sample survey on the basis of "8. Methods for estimating sales by industrial category. "With regard to the relationship between the industrial classification for sales by industry and the Standard Industrial Classification for Japan, see tables below.  
The linked coefficients are released as "appendix".

**Correspondence Table of the Industrial Classification for the Current Survey of Commerce and the Standard Industrial Classification for Japan**

Industrial Classification for the Current Survey of Commerce	Standard Industrial Classification for Japan
Wholesale trade, general merchandise	501 Wholesale trade, general merchandise
Textile Products	511 Textile Products (except apparel, apparel accessories and notions)
Apparel, Apparel accessories and notions	512 Apparel
	513 Apparel accessories and notions
Agricultural, livestock and aquatic products	521 Agricultural, livestock and aquatic products
Food and beverage	522 Food and beverage
Building materials	531 Building materials
Chemicals and related products	532 Chemicals and related products
	533 Petroleum and minerals
Minerals and metals	534 Iron and steel products
	535 Non-ferrous metals
Wholesale trade (machinery and equipment)	54 Wholesale trade (machinery and equipment)
Industry machinery and equipment	541 Industry machinery and equipment
Motor vehicles	542 Motor vehicles
Electrical machinery, equipment and supplies	543 Electrical machinery, equipment and supplies
Miscellaneous machinery and equipment	549 Miscellaneous machinery and equipment
Furniture, fixtures and house furnishings	551 Furniture, fixtures and house furnishings
Medicine and toiletries	552 Medicine and toiletries
	536 Recycled material
Other wholesale	553 paper and paper products
	559 Other products, n.e.c (except "5598 Agents and brokers")

Retail trade, general merchandise	56 Retail trade, general merchandise (561 including department stores and general merchandise supermarkets)	
Retail trade(woven fabrics, apparel, apparel accessories and notions)	57 Retail trade(woven fabrics, apparel, apparel accessories and notions)	
Retail trade (Food and beverages)	58 Retail trade (Food and beverages) (5891 including convenience stores)	
Motor vehicles	591 Motor vehicles(excluding "5914 Motorcycle stores")	
Machinery and equipment stores	593 Machinery and equipment stores, except motorcycles and bicycles	
Fuel retail	605 Fuel stores	
Medicine and Toiletry stores	603 Medicine and Toiletry stores (6031 including drugstores)	
Other retail	5914 Motorcycle stores 592 bicycles 60 Miscellaneous retail trade (6091 including home improvement stores) (except "603 Medicine and Toiletry stores", "605 Fuel stores")	
		61 Nonstore retailers
Nonstore retailers		

## (2) Sales by Large-Scale Wholesalers

This statistical table includes the results of Questionnaire A (see 7-(1)), showing trends in the sales of commodities by large-scale wholesale establishments.

① The following merchandise classification is used for these statistical tables:

Merchandise name	Examples of contents
Textile goods:	silk, cotton, wool, chemical textiles, other textile materials, yarns for fabrics, cotton fabrics, woolen fabrics, silk fabrics, chemical fiber fabrics, other fabrics, etc.
Clothing and accessories:	Suits and dresses, underwear, bedclothes, shoes, footwear, bags, umbrellas, other apparel and accessories, etc.
Agricultural, livestock and marine products:	rice, barley, cereals, wheat flour, starch, beans, vegetables, fruit, meat, fresh fish, other agricultural products, livestock and marine products, etc.
Food and beverages:	sugar, miso, soy sauce, alcoholic drinks, dry provisions, canned and bottled provisions, sweets, bread, soft drinks, teas, dairy products, other food and beverages, etc.
Drugs and toiletries:	drugs, medical supplies, toiletries, toothpastes, soaps, detergents, shampoos, etc.
Chemical products:	paints, printing inks, dyes, pigments, oils and fats, waxes, gunpowder, other chemical products, etc.
Petroleum and coal:	crude oil, gasoline, kerosene, light oil, heavy oil, lubricants, grease, paraffin, road oil, natural gas, propane gas, liquefied petroleum gas, coal, coke, etc.
Minerals and mineral ores:	manganese ore, bauxite, limestone, mica, graphite, clays for pottery and china, etc.
Iron and steel:	pig iron, crude iron, cast iron, ferro-alloys, steel, semi-finished steel, cast steel, forged steel, ordinary steel materials, special steel materials, steel pipes, steel bars, rails, steel sheets, iron and steel secondary products, etc.
Non-ferrous metals:	ground metals, wires, tubes, foils, metal powders, etc.
Industrial machinery:	office machinery, agricultural machinery, general-use internal combustion engines, textile-related machinery, pumps, compressors Sewing machines, construction and mining machinery, metal-forming machinery, automatic vending machines, other industrial machinery, etc.
Automobiles:	passenger cars, trucks, motorcycles, other automobiles, automobile parts and accessories
Other transportation equipment:	bicycles, ships, aircraft, railroad cars, industrial vehicles, conveying machinery for work, etc.
Household electrical machinery:	TV and radio receivers, stereos, DVDs, VTRs, digital cameras, air-conditioners, fans, electric washing machines, electric vacuum cleaners, electric refrigerators, electric cookers, electric foot-warmers, toasters, mixers, electric stoves, electric irons, lighting apparatuses (household-use), etc.
Other machinery:	cameras, projectors, movie cameras, clocks, optical lenses, measures, scales, thermometers, other measuring instruments and machinery, medical equipment, physics and chemistry machinery, telephones, wired communication equipment, transmission equipment, electric signal equipment, generators, motors, transformers, wires and cables, storage batteries, wiring equipment, lighting instruments (excluding household-use), etc.

Construction materials:	timber, bamboo, cedar bark, cement, sheet glass, roofing tiles, bricks, tiles, slates, Hume pipes, cement poles, stones, artificial stones, marbles, sand and gravel, ready-mix concrete, sashes, concrete pipes, sanitary porcelain, etc.
Paper and paper products:	paper, cardboard products, paper boxes, school-use paper products, wrapping paper, daily necessity paper products, notebooks, albums, accounting books, paper bags, etc.
Other merchandise:	empty containers such as bottles and cans, scrap iron, non-ferrous metal scraps, used paper, other recyclable materials, furniture and fittings, metal ware, hardware, fuels, fertilizers, books, magazines, sports equipment, toys, leisure goods, natural rubber, tanned leather, pulp for paper-making, stationery, fishing nets, polishing materials, handicrafts, jewels, seeds, saplings, animal feed, rubber products ,photographic materials, badges, medals, artworks and curios, musical instruments, tobacco, etc.

## ②Linked coefficients

The linked coefficients are released as “appendix”.

## (3)Sales by Department stores and Supermarkets

These statistical tables are compiled for the following department stores and supermarkets from among the retail establishments with 50 or more employees that are included in the individual sample survey:

“Floor space” means the space actually used for goods sales, so, does not include other areas such as gift certificate sale sections, restaurants, coffee shops, access ways, elevators, escalators, stairs, lounges, restrooms, staff offices, warehouses, delivery sections and parking lots.

①Department stores are the establishments classified as department stores and general merchandise supermarkets by the Japan Standards Industrial Classification (Rev.11, March 2002) (551), and do not come under the classification of supermarkets described below, with floor area of not less than 3,000 square meters in special regions and ordinance-designated cities, and not less than 1,500 square meters in all other regions.

②Supermarkets are establishments which have adopted a self-service method for 50% or more of their floor area and have floor area of not less than 1,500 square meters. However, subsidiaries of large-scale speciality retailers for home electric appliances, drugstores and home improvement stores targeted in this survey are excluded.

A self-service system is a sales method satisfying the following three conditions:

- (a)Commodities are packaged and priced beforehand.
- (b)Customers pick up commodities for themselves with baskets provided by the establishment.
- (c)Customers pay prices in one lump sum at counters at the exit of the establishment.

## ③Classification of Commodities

The following merchandise classification is used for these statistical tables:

Merchandise name:	Examples of contents
Men's Clothes:	men's clothing, underwear, shirts, neckties, socks, etc.
Women's and Children's Clothes:	Ladies' and children's clothing, underwear, blouses, hosiery, etc.
Other Clothing:	fabric for kimonos, piece goods, bedclothes, accessories for Japanese clothing, towels, etc.
Accessories:	shoes, footwear, umbrellas, bags, trunks, handbags, sewing supplies, accessories (excluding jewelry and precious metals), etc.
Food and Beverages:	Drinks, Japanese and Western alcoholic drinks, seasonings, meat, fresh fish, dried provisions, vegetables, fruits, sweets, bread, dairy products, etc.
Furniture:	Japanese and Western furniture, interior furnishings, Shinto and Buddhist altar fittings, carpets, curtains, matting, etc.
Household Electric Appliances:	TV and radio receivers, stereos, DVDs, air conditioners, washing machines, refrigerators, lighting apparatuses, electric foot-warmers, electric stoves, personal computers, telephones, cellular telephones, etc.
Household Equipment:	pottery and china, glassware, lacquer ware, metal goods, hardware, gas equipment, oil-burning space stoves, water equipment, sewing machines, knitting machines, etc.

Others:	medicines, toiletries, detergents, books, stationery, precious metals, jewelry, art works, clocks, eyeglasses, cameras, video tapes, CD software, DVD software, sports equipment, leisure goods, toys, electric applied toys, game software, musical instruments, gardening supplies, carpentry, pet-related goods, tobacco, smoking goods, fuels, bicycles, automobiles, toilet paper, tissue paper, paper diapers, etc.
Restaurants and Café:	Restaurants, coffee shops, sushi bars, and other food and beverage services for shoppers.

④ Existing establishments

When the definition of establishments to be surveyed is changed, or such establishments are opened or closed, changes from the same month of the preceding year are calculated only with regard to establishments surveyed both in the year and in the preceding year. Changes from the preceding year (fiscal year, same quarter) are calculated by adding up monthly sales of existing establishments.

⑤ Numbers for Year (Fiscal Year) and Quarter

The number of establishments, the number of employees and the sales floor area are those existing at the end of the year (fiscal year) and quarter.

The number of operating days is the total of monthly average operating days.

Monthly average operating days = total operating days / number of establishments

⑥ Linked coefficients

As a change was made to revise the establishments from the July 2013 survey on, there exists some discontinuity between the time series of monthly sales, etc. up to June 2013. Therefore, the monthly sales, etc., up to June 2013 are to be multiplied by the linked coefficients to connect those of July 2013 survey with those afterwards. The linked coefficients are released as “Reference table 1 Table of Coefficients for Continuity of Large-scale retail store sales”.

(4) Convenience Store Sales

This statistical table includes the results of Questionnaire D (see 1-7-(4)), showing trends in the sales of commodities by convenience stores.

① Starting Month and Period of Survey

Although we started the survey in October 1998, we surveyed the sales from April 1998 and the changes from the same month of the preceding year.

② Classification of Commodities

The following merchandise classification is used for these statistical tables:

Merchandise classification, etc		Examples of contents
Sales of Goods	Fast food and daily-delivered foods	Rice-based food (sushi, boxed lunches, rice balls, etc.), counter commerce (coffee, deep-fried food, Chinese steamed bun), bread, bread-based food, daily side dishes, pickles, vegetables, fruit, products stored in water (tofu, etc.), pre-cooked noodles, processed meat (ham, sausages, bacons, etc.), milk, dairy beverages, dairy products (butter, cheese, etc.), fish-paste foods (chikuwa, kamaboko, etc.), perishable sweets (Japanese and Western-style sweets, such as cakes), salads, desserts (custard puddings, jellies, yogurt, etc.), etc.
	Processed foods:	Sweets (other than perishables), soft drinks (other than dairy beverages), alcoholic drinks (Japanese sake, whiskey, wine, etc.), seasonings (miso, soy sauce, umami seasonings, sauces, etc.), "personal preference foods" (coffee, tea, etc.), cooking salt, sugar, kitchen oils, rice, dried provisions, various canned food and food in jars, frozen food, ice cream, pouch-packed food, instant food, dried seasoned laver, etc.
	Non-food:	Magazines, books, newspapers, apparel, bags, stationery, brushes, toys, sundry goods, tobacco, pet food, dry batteries, tapes, compact disks, light bulbs/fluorescent lights, pocket calculators, fuel, dolls, sunglasses, footwear, gardening supplies, game software, fireworks, detergents, toiletries, medicines, nutrition-supplement drink, pottery and china, glassware, hardware, paper goods, films, postal stamps, postcards, revenue stamps, accessories, etc.
Service sales:		Copies, facsimiles, home delivery services, gift certificates, passenger tickets, various kinds of tickets, telephone cards, lotteries, DPE, rentals, airline tickets, hotel tickets, laundry services, etc.

Note: Service sales do not include money received from shoppers to cover costs of public utilities, such as electricity bills, gas bills, fees for television broadcasting, telephone bills, water bills, etc.



③ Linked coefficients

The linked coefficients are released as “appendix”.

(5) Large-scale speciality retailers for home electric appliances

These statistical tables are compiled for Questionnaire E(see 7-(5)).

①Although we started the survey in January 2014 included the current survey of commerce from July 2015.

②The following merchandise classification is used for these statistical tables:

Merchandise classification, etc	Examples
AV home electronics	TV, projector (CRT, LCD, PDP), video disk, BD/DVD (player, recorder), BS/CS devices, stereo, speakers, AV editing device, radio/portable radio, GPS navigation, headphones, microphone, AV connected device, electronic instruments, VTR, portable audio device, home audio device, media cleaner, etc.
Information appliances	PC/PC accessories (Desktop PC, laptop, tablet terminal, monitor, printer), games and related devices, electronic organizer and dictionary, photocopier and shredder, etc.
Communication appliances	Mobile communication devices (mobile phone, personal wireless communication, data communication card and terminal), telephone, fax, etc.
Cameras	Video camera and player, digital still cameras (compact camera, SLR), camera accessories, interchangeable lenses, etc.
Home electric appliances	Home and cooking electric appliances (washing machine, clothes dryer, futon drying machine, refrigerator and freezer, rice cooker, microwave, oven, dishwasher and dryer, electromagnetic cooker, cooking heater, bread machine, toaster, electric rice cooker, thermos pot, electric kettle, gas stove, electric hot plate and pots, juicer and blender, coffee maker, rice cake machine, rice sweeper, domestic garbage treatment machine, water purifier and cartridge, iron and trouser press, cleaner, steam and high-pressure water jet cleaner, vacuum cleaner, etc.)
	Hair and health appliances (shaver, hair dryer, hairdressing appliances, face care appliances, body care appliances, haircut appliances, electric tooth brush, electric measuring equipment (blood pressure meter, thermometer, pedometer, etc.), fitness equipment, electric massage equipment and treatment device, inhaler, etc.)
	Air conditioning and seasonal electric appliances (air conditioning, cooler and cooling fan, electric fan, extractor fan, air cleaner, dehumidifier/humidifier, oil heater, hot water room heater, electric heater, electric stove, kotatsu, electric carpet, electric blanket, etc.)
Others	Warm water flushing toilet, 24-hour bath, door phone with monitor, fire alarm, lighting equipment, batteries, tube bulb, piping equipment, natural refrigerant heat pump system, etc.

(6) Drugstores

These statistical tables are compiled for Questionnaire F (see 7-(6)).

①Although we started the survey in January 2014 included the current survey of commerce from July 2015.

②The following merchandise classification is used for these statistical tables:

Merchandise classification, etc	Examples
Dispensing pharmaceutical products	Ethical drugs, Chinese herbal medicine and natural remedies that are dispensed based on doctor's prescription
OTC medical products	Pharmaceutical products (excluding those prescribed by doctors), Chinese herbal medicine (excluding those prescribed by doctors) and natural remedies (excluding those prescribed by doctors), etc. Cold medicine, digestive medicine, eye drops, skin treatment medicine, poultice, analeptic (pharmaceutical products), etc.

Health care (sanitary goods), nursing care, and baby products	Health care (absorbent cotton, bandage, dressing, supporter, mask, thermometer, paper diapers, pesticide (excluding agricultural and industrial pesticides), contact lense cleaner and soaking solution, sanitary goods, etc.)
	Nursing care items (adult diapers, urine absorbent pads, nursing care products, canes, nursing care food, etc.)
	Baby products (baby formula, baby food, baby drink, nappies, feeding equipment, etc.)
Health foods	Health foods, nutritional supplements, diet food, etc.
Beauty care (cosmetic products and goods)	Cosmetics (lipstick, foundation, lotion, fragrance, men's cosmetics, bath products, etc.)
	Beauty care goods (beauty goods, make-up brush, cotton, sponge, eyelash extensions, nail extensions, artificial fingernails, oil-absorbent paper, hair comb, etc.)
Toiletry goods	Tooth paste, tooth brush, shampoo, conditioner, shower gel, hair color, bath salt, hand soap, soap (beauty soap, face wash, bath soap, medicated soap), etc.
Household utensils, daily necessities, pet products	Household utensils (bath, toilet and kitchen equipment, fabric, pots, kettles, kitchen knives, tableware, desk items, cleaning equipment, packaging, maintenance and emergency supplies, evacuation apparatus, etc.)
	Daily supplies (washing detergent, insect repellent, toilet papers, fragrance, washing liquid, tissue papers, etc.)
	Pet products (pet and domestic animals (animals, fish, birds, reptiles, etc.), pet and animal food (pet food), fish tank, bird cage, pet house (doghouse, nest box, etc.), pet accessories (collar, clothes, etc.), medical products for pets, animal shampoo, pet leads, pet sheets, carry case, etc.)
Food	Snacks, rice, drink, daily foods, processed foods, alcohol, frozen food, etc.
Other products	Clothes, shoes, bags, books, stationery, toys, etc.

### ③ Linked coefficients

The linked coefficients are released as “appendix”.

### (7) Home improvement stores

These statistical tables are compiled for Questionnaire G (see 7-(7)).

① Although we started the survey in January 2014 included the current survey of commerce from July 2015.

② The following merchandise classification is used for these statistical tables:

Merchandise classification, etc	Examples
DIY tools and materials	Tools (carpenter's tools, working tools, welding tools, measuring tools, plasterer's tools, piping tools, maintenance tools, tool kit, tool storing goods, etc.)
	Electric tools (electric tools including sharp end), air tools, engine tools and cargo handling machines for construction, electrical engineering tools (cable, floodlight, etc.), expendable supplies for cutting tools, etc.
	Work supplies (work clothes, work shoes, socks, gloves, safety shoes, aprons, etc.)
	Finishing hardware (metal connection, metal fittings (ornamental metal), crime prevention metal fittings, wire netting, wires, door wheel, casters, consumable fitting, spare parts, chains, etc.)
	Paint and painting tools (paint, varnish, lacquer, painting equipment, painting machine, preservatives, insect repellent and preservative coating, etc.)
	Adhesives and packing materials (glue, filling, tapes, packing materials, repairing agents (household cements and tiles), ropes, etc.)
	Wood and construction materials (wood, plywood, various new construction materials, soundproof insulation material, door parts, closet, gutters and fittings, screen doors, acryl materials, plastic materials, structural steels, drain board, family alter, crafts, craft parts, shelf receiving members, leg members, flooring, ceiling materials, wall painting materials, etc.)
	Water, gas and piping (kitchen and bathroom fittings, water pipes, gas equipment, kitchen and bathroom repair parts, etc.) Housing and facility equipment (bath, toilet and toilet seat, deodorizing and ventilating device, system kitchen, hot-water supply system, gas fittings, basement storage, washroom device, etc.)

Electric appliances	Lights and lighting (connection wires, tools and materials, antenna, lighting equipment, tapes, batteries, bulbs, intercommunication phone, extractor fan, assembling sound system, security device, etc.)
	Electric appliances (TV, radio, washing machine, refrigerator, air conditioner, kettle, pot, cooking appliances, telephone, fax, word processor, hair dressing equipment, clock, calculator, CD player, camera, video players, etc.)
Interiors	Interiors (interior finish (ceiling, wall, floor), wallpapers, curtain, blinds, carpet, artificial grass, partitions, shoji screen, fusuma sliding doors, room accessories, table cloth, legless chairs, rush, wisteria and bamboo products, etc.)
	Furniture and storage (assembly furniture, chair, desk, rack, storage such as closet, cupboard, etc.)
Household utensils and daily necessities	Household utensils (bath, toilet and kitchen equipment, fabric, pots, kettles, kitchen knives, tableware, desk items, cleaning equipment, packaging, maintenance and emergency supplies, evacuation apparatus, etc.)
	Daily consumable supplies (washing detergent, insect repellent, toilet papers, fragrance, washing liquid, washing detergent, shampoo, sanitary goods, notions, cosmetics, tissue papers, etc.)
Gardening and exteriors	Exteriors (gates, fences, carport, balcony, stepladder, ladder, rainwater and water supply/drainage equipment, wagon, outdoor facility materials, terrace, garden equipment (incinerator, bamboo sweeper, etc.), garden furniture, clothes-line, barn, hothouse, concrete products, natural stones, pebbles, etc.)
	Horticultural living organisms (raw food, seeds and seedlings, bulbs, foliage plants, flowers, flower seedlings, vegetable seedlings, young trees, garden trees, pot plants, etc.)
	Gardening equipment (fertilizer, soil, pesticide, farming tools, gardening materials, water sprinkler, garden device, pots, hothouse, gardening tools, etc.)
Pet and pet products	Pet products, pet food and living animals (dog, cat, bird, aquarium fish, insects, etc.)
Car supplies and outdoor goods	Car supplies (maintenance equipment and materials, oil, tires, wheels, car audio and video device, navigator, car accessories, electric apparatus, car air conditioning, motorbike supplies, various parts and supplies etc.)
	Bicycle and related parts/supplies, children's vehicles, strollers, etc.
	Leisure and sports supplies (Sporting articles, health building and maintenance articles, nursing care products, outdoor products, camping equipment, leisure items, beach items, etc.)
Office products and hobbies	Education and entertainment (hobby and craft products, toys, stationeries, books, CD, audio tape, video, etc.) office supplies
Others	Sales of clothes, food, drinks, alcohol, drugs, kerosene, cigarettes, etc. * Excluding extension and reconstruction, house reform (extension, reconstruction, design, construction, various intermediate work), other services (delivery, rental, spare key, etc.), sales in the service department of amusement facilities.

## 12. The Regional Bureaus of the Ministry of Economy, Trade and Industry and Special ward of Tokyo and ordinance-designated city

(1)The Bureaus of Economy, Trade and Industry are as follows:

Hokkaido Bureau of Economy, Trade and Industry: Hokkaido

Tohoku Bureau of Economy, Trade and Industry:

Aomori, Iwate, Miyagi, Akita, Yamagata, and Fukushima Prefecture

Kanto Bureau of Economy, Trade and Industry:

Ibaraki, Tochigi, Gunma, Saitama, and Chiba Prefecture, Tokyo Metropolis, Kanagawa, Niigata, Yamanashi, Nagano, and Shizuoka Prefecture

Chubu Bureau of Economy, Trade and Industry:

Toyama, Ishikawa, Gifu, Aichi, and Mie Prefecture

Kansai Bureau of Economy, Trade and Industry:

Fukui, Shiga, Kyoto, Osaka, Hyogo, Nara, and Wakayama Prefecture

Chugoku Bureau of Economy, Trade and Industry:

Tottori, Shimane, Okayama, Hiroshima, and Yamaguchi Prefecture

Shikoku Bureau of Economy, Trade and Industry:

Tokushima, Kagawa, Ehime, and Kochi Prefecture

Kyushu Bureau of Economy, Trade and Industry:

Fukuoka, Saga, Nagasaki, Kumamoto, Oita, Miyazaki, and Kagoshima Prefecture

Okinawa Department of Economy, Trade and Industry: Okinawa Prefecture

(2) Special ward of Tokyo and ordinance-designated city are as follows:

Sapporo city, Sendai city, Saitama city, Chiba city, Tokyo(Wards), Yokohama city, Kawasaki city, Sagamihara city, Niigata city, Shizuoka city, Hamamatsu city, Nagoya city, Kyoto city, Osaka city, Sakai city, Kobe city, Okayama city, Hiroshima city, Fukuoka city, Kitakyushu city, Kumamoto city

Figures of “Excluding special ward of Tokyo and ordinance-designated city” were deleted from 2007 year book.

Figures of “Special ward of Tokyo and ordinance-designated city” were deleted from 2010 year book.

(3) Secrecy

When the number of establishments is one or two in a prefecture, bureau or city, values are not be disclosed in order to protect the privacy of the declarant(s). Even if there are three or more establishments, numbers may not be disclosed for the same reason.

### **13. Indices**

(1) Method of calculating Original indices

Original indices are indexed with the base year average sales value as 100. Since January 2017, Original indices are calculated using 2015C.Y. average sales value as 100. 2015C.Y. average sales value as follows:

① Commercial sales value

Total	38,345,268
Wholesale	26,623,072
General Merchandise	3,207,440
Textiles	284,053
Apparel & Accessories	477,305
Livestock & Aquatic Products	1,930,373
Food & Beverages	3,786,522
Building Materials	1,338,925
Chemicals	1,344,514
Minerals & Metals	3,759,472
Machinery & Equipment	5,538,660
Industry Machinery & Equipment	967,851
Motor Vehicles	1,086,508
Electrical Machinery & Equipment	3,011,824
Others	472,477
Furniture & House Furnishings	218,217
Medicine & Toiletries	2,129,855
Others	2,607,735
Retail	11,722,196
General Merchandise	1,066,493
Fabrics Apparel & Accessories	896,954
Food & Beverages	3,644,044
Others	6,114,705
Motor Vehicles	1,398,217
Machinery & Equipment	497,764
Fuel	1,000,107
Medicine & Toiletry Stores	2,552,212

② Sales value of Department stores and supermarkets

Total	1,640,134
Department stores	568,814
Supermarkets	1,071,320
Clothes	367,418
Department stores	258,307
Supermarkets	109,111
Food & Beverages	939,620
Department stores	160,473
Supermarkets	779,147
Others	333,096
Department stores	150,034
Supermarkets	183,062

③ Sales value of Convenience stores

Total	916,304
Sales of Goods	866,231
Fast foods & Daily foods	340,745
Processed Foods	244,537
Non-Foods	280,949
Sales of Services	50,073
Hokkaido	45,165
Tohoku	65,120
Kanto	412,083
Chubu	96,528
Kansai	134,650
Chugoku	48,723
Shikoku	22,137
Kyushu · Okinawa	91,898

**(2) Method of calculating Seasonal adjustment indices**

The calculation method of seasonal indices for Commercial Sales Statistics (commercial sales indices for each industry, and department stores and supermarkets' sales indices by product, and convenience store's sales indices by goods and services) is X-12-ARIMA, the Method of the U.S. Bureau of the Census. Consequently, the seasonal indices have been adjusted not only for the seasons but also for the day of the week and holidays and leap-year. Details are as follows:

Seasonally adjusted indices = Original indices ÷ (Seasonal indices x Day of week/holiday/leap-year indices). The spec files of commercial sales (total) adopted from January 2017 is as follows:

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            AO2014.Mar)
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estimate   {save=(mdl)
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x11        {appendfcst=yes
            print=(none+d10+d11+d16+d18)
            save=(d10 d11 d16 d18)
            seasonalma=x11default}
```

## 14. Other Remarks

(1)The following symbols are used in the statistical tables of this Monthly Report to denote the words introduced by a colon:

—: No record   ...: Unknown   0: Less than a unit   p: Preliminary figures   r: Revised figures  
x: Concealed to protect confidential information of the respondents.

(2)Numbers may not add up exactly to totals because of rounding.

(3)Sales figures include consumption tax.

The sales value includes sales made in stores, through mail-order business, via the internet and the like.

(4)The retail sales value by regional bureaus of METI is released as “Reference table 3” from 2010 year book.

(5)If you reproduce statistics from this yearbook, please clearly state that the statistics are reproduced from the 2016 Yearbook of the Current Survey of Commerce compiled by the Research and Statistics Department, Minister’s Secretariat, Ministry of Economy, Trade and Industry.

(6)Inquiries:

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