

## Directions

The Census of Commerce (hereafter referred to as the Census) represents a “designated statistical survey” (Designated Statistics No.23) based on the Statistics Law (No.18 of 1947), and is implemented according to the Regulations for the Census of Commerce (Ordinance No.60 of the Ministry of International Trade and Industry of 1952). The Census of Commerce has been implemented every five years since 1997, and simplified interim surveys have been also conducted (two years after the Census). This second simplified interim survey was conducted simultaneously with the “Establishment and Enterprise Census” and the “Survey on Service Industries” by the Ministry of Internal Affairs and Communications.

In this Report by Characteristics of Location, the statistical tables represent a re-totaling of establishments engaged in retail trade as of June 1, 2007, and were obtained by marking characteristics based on the definitions of the classification of characteristics of location (see Appendix 1) and re-totaling of retail establishments in large-scale retail stores in accordance with the Large-Scale Retail Store Location Law.

### **1. Classification and definitions of characteristics of location and large-scale retail stores**

- 1) The classification and definitions of characteristics of location are, in principle, established in accordance with the City Planning Law (Refer to Appendix “Classification of Characteristics of Location and Definitions”). Although the marking of characteristics utilizing the enumeration district unit was conducted until 1999, it was changed to the marking for an establishment unit.
- 2) Stores where the floor area (provided for retail trade) prescribed by the Large-Scale Retail Store Location Law exceeds 1000 m<sup>2</sup>, refer to large-scale retail stores.

### **2. Explanation of major terms**

#### **(1) Establishment (commercial establishments (retailers))**

Establishments that sell merchandise for individual consumption or home consumption in a fixed place.

The establishments include the following:

- 1) Establishments engaged in commodity sales to individuals (unincorporated

agricultural, forestry or fishery establishments included) or to household consumers.

- 2) Establishments engaged in sales of small quantity or small sum of commodities to industrial users.
- 3) Establishments engaged in sales of commodities and repair services of the same kind. Even in cases where the income from repair fees exceeds that of sales of the same kind, these establishments will be classified as “Retail trade” instead of “Repair service shop.” However, establishments engaged exclusively in repair will be classified as “Repair service shop” (Division Q—Services, elsewhere not classified). In this case, replacement of parts for repair will not be considered retail of commodities.
- 4) “Manufacturing retailers” (establishments selling manufactured products to individuals or household consumers at outlets within the factory premise). For example, confectioneries, bakeries, lunch providers, tofu stores, pharmacies, etc.
- 5) Gasoline service stations
- 6) Establishments mainly engaged in sales of commodities without having sales space (includes establishments which have a base office which engages in sales activities necessary for door-to-door sales or mail order and catalogue sales), mainly selling to individuals or household consumers.
- 7) Establishments that are separately managed Shops that exist in premises of government offices, corporations, factories, organization, amusement parks, etc., but are not managed by those establishments, will be classified as “Retailers” as individual establishments.

Also included are independently-managed establishments located within areas requiring admission to be paid, such as parks, amusement parks, theme parks, station wickets,\* and toll roads.\* In such cases, however, areas that require paid entrance other than those mentioned above—theaters, sporting facilities, etc.—are, in principle, not included.

Establishments marked (\*) are surveyed, starting from the 2007 Census.

## **(2) Single-unit establishment**

An establishment without any separately-located head office, branch or sales office managed by the same entity—one enterprise with one establishment.

### **(3) Head office**

An establishment that manages all of its separately-located branches and sales offices through the control of a single entity.

In cases where the departments of the head office are located in different places, the establishment in which its representative, such as the president, has his/her office is regarded as the head office, and the other establishments as branches.

### **(4) Branch**

An establishment under the control of the separately-located head office, including establishments generally called branch offices, as well as sales offices, stands, substations, and shops run by joint enterprise cooperatives primarily engaged in selling commodities. Intermediate local head offices controlling subordinate establishments while being under the control of higher-level head office are also regarded as branches.

- 1) The parent company and subsidiary are both independent companies and there is no head office-branch office relationship between them.
- 2) As for the establishments of a "certain chain shop" type, if the proprietor of such an establishment is different from the management of the headquarters as a franchise store, it is classified as a "single-unit establishment" or "head office."
- 3) In the name of a joint enterprise cooperative based on the Law on the Cooperative Association of Small and Medium Size Enterprises, such as rice retailers, its headquarters are classified as "head offices" and individual cooperative members are classified as "branch offices."

### **(5) Opening year**

The time when that establishment opened, regardless of business content.

### **(6) Employees and persons engaged**

Number of persons who are engaged in the establishments as of June 1, 2007. The number of employees is the total of "sole proprietors," "unpaid family workers," "paid officers," and "regular employees." The number of "persons engaged" includes, in addition to the number of employees, that of "temporary employees" and "workers dispatched from outside units," and excludes the number of "employees and temporary employees dispatched to outside units."

- 1) "Sole proprietor" is the proprietor of a private business who is engaged in the actual operations of his/her establishment.

- 2) "Unpaid family workers" are those who are regularly involved in the business without being paid for.
- 3) "Paid officers" are those executives of enterprises being paid for regardless of providing full-time or part-time service.
- 4) "Regular employees" are those usually called "full-timers," or "part-timers" which come under either of the following:
  - (a) Persons employed on the indefinite labor contract
  - (b) Persons employed on the longer than-a-month labor contract
  - (c) Persons other than (a) or (b) who have been employed for 18 days or longer per month for both April and May 2007
- 5) "Temporary employees" are those workers except regular employees employed for a period of less than one month or on a daily basis.
- 6) "Workers dispatched from outside units" includes those dispatched from separately-managed establishments and those sent by subcontractors.
- 7) "Employees and temporary employees dispatched to outside units" includes those dispatched to separately-managed establishments and those sent to other establishments as subcontracted workers.
- 8) "Total number of hours worked by part-timers divided by eight" are obtained by converting the number of part-timers considering one worker is engaged in the business for the average daily working period of 8 hours.

**(7) Annual sales of goods**

Annual sales of goods means the annual sales amount of tangible commodities (consumption tax included) for the period of April 1, 2006 to March 31, 2007. It therefore does not include gains on the sale of real estate such as land and buildings, or gains on the sale of securities such as stocks, gift certificates, prepaid cards, lottery tickets, and stamps.

**(8) Other income**

Other income is the total of income gained (including consumption tax) from business operations other than the sales of tangible commodities, such as repair fees, commission incidental to the sale of commodities, as well as manufactured goods shipments, food and beverage section, services and so on, earned during the one-year period from April 1, 2006 to March 31, 2007.

**(9) Sales method**

1) Cash sales

Sales when payment is made in cash. Sales where the payment is made by checks, merchandise coupons, prepaid cards, and debit cards included.

2) Credit sales

(a) Credit-card sales

Sales when the payment is made by the use of credit cards issued by credit loan companies.

(b) Other credit sales

Credit sales other than the “credit-card sales” mentioned above.

Sales made on promissory notes, installment sales without the use of credit cards, non-installment credit sales and so on. Regular sales of milk and newspapers are included in this category.

**(10) Value of goods in stock**

Value of goods in stock is the total value (cost of purchase) of all inventories held for sales purposes as of March 31, 2007.

**(11) Sales type**

1) Over-the-counter sales

Over-the-counter sales made in stores, including taking orders and mobile sales.

2) Door-to-door sales

Sales of commodities by salesmen visiting households.

3) Mail order and catalogue sales

Promoting commodities through media such as catalogues, television and the Internet, and selling commodities by accepting orders from consumers via mail, telephone, facsimile, the Internet and bank transfers.

4) Sales by vending machines

Sales made by vending machines of which the establishment manages.

5) Other

Cooked food delivery, catering services, “cooperative buying” through cooperative stores, regular monthly sales of milk and newspapers and sales types other than the above.

**(12) Self-service system**

The “self-service system” is a method of sales, which fulfils the following

conditions:

- 1) The consumer will see the price of merchandise by way of indicators such as price tags
- 2) The consumer will individually carry the desired goods in shopping baskets, carts or trays supplied by the shop.
- 3) The consumer will pay the total amount of the goods at the cashier.

Establishments that are considered to adopt the "Self-service system" in the sense of the Census are those establishments that fulfill the above conditions in at least 50% of the total sales floor space of the establishment.

Such establishments include, for example, general merchandise supermarkets, specialized supermarkets, home centers, drugstores, convenience stores, one-price stores, and large-scale auto parts warehouses.

### **(13) Sales floor space**

The aggregate sales floor space actually used for retail sales of the establishment as of June 1, 2007. Dining rooms, tea lounges, exterior exhibition space, distribution centers, stairways, walkways, elevators, escalators, lobbies, lavatories, offices, warehouses, and spaces leased to tenants are excluded.

However, the survey of sales floors space for milk stores, new/used motor vehicle dealers, fixture stores, "tatami" mat stores, gasoline service stations, and newspaper stores have been omitted.

### **(14) Business hours**

Business hours as of June 1, 2007, for opening/closing time.

In cases where the date of the survey is different from usual cases due to leaves or special sales etc, business hours of a usual working day close to the date of the survey are used.

### **(15) Parking space for customers**

A space where the customers can temporarily park their cars, as of June 1 2007. Gasoline stands have been omitted from the survey.

#### **1) Private parking space**

Establishments that have their own parking space for customers either self-owned or by contract.

#### **2) Shared parking space**

Establishments that have parking space for customers that are shared with

other establishments and for which the establishment does not have specified spaces.

3) Capacity of the parking space

The maximum number of motor vehicles that can be parked, and not the aggregate number of cars which may be parked in one day.

(16) Urban population scale

In accordance with the "Table on National Population and Number of Households and Population Dynamics Based on Basic Residential Registers" published by the Local Administration Bureau of the Ministry of Public Management, Home Affairs, Posts and Telecommunications, municipalities nationwide are classified by scale.

**3. Collection**

The response rates are as follows.

Number of surveyed establishments	Number of establishments that submitted responses	Response rate ( % )	Number of establishments that gave valid responses	Wholesale and Retail establishments
1,550,196	1,494,535	96.4	1,478,259	1,472,658

Note 1: The number of surveyed establishments, the number of establishments that submitted responses and the number of establishments that gave valid responses do not include the number of establishments that have closed, altered or suspended their business.

Note 2: The response rate = Number of establishment that submitted responses / Number of surveyed establishments

Note 3: The difference between the number of establishments that submitted responses and the number of establishments that gave valid responses is the number of establishments whose responses were invalid.

Note 4: Number of establishments that gave valid responses includes head offices or headquarters only involved in managerial services.

**4. Others**

(1) The “-“ figure in the table indicates that there is no relevant figure, “0” and “0.0” that the figures are less than the minimum unit of description, and “ ” indicates negative figures. “x” indicates that the figures gained for the item are for 1 or 2 establishments, and that the reporter determines that confidentiality may be

obstructed by the announcement of the figures, however, even when the figures are gained for more than 3 establishments, when it is apparent that confidentially will be obstructed by the announcement of the figures, they may be restricted.

(2) The totals may not necessarily agree with those obtained by adding up the actual figures due to rounding.

(3) "Not reported" in the tables means that no investigation was conducted.

For the "Sales floor space," such establishments classified as milk stores, motor vehicle stores, fixture stores, "tatami" mat stores, gasoline service stations and newspaper stores as well as establishments engaged in door-to-door sales, mail order or catalogue sales which do not have sales floors have been omitted from the survey.

For "Business hours," establishments classified as milk stores and newspaper stores have been omitted.

(4) "Individual establishments" in the tables includes "unincorporated organizations."

(5) The category of "persons engaged" in "annual sales of goods per person engaged" includes, in addition to "employees," "temporary employees and workers dispatched from outside units," and excludes "employees and temporary employees dispatched to outside units."

(6) "Annual sales of goods per person engaged" is calculated by using the number of persons engaged based on the total number of hours worked by part-timers converted into an 8-hour basis (the survey started since 2002)

(7) "Annual sales of goods per 1 m<sup>2</sup> of sales floor space" are calculated only for those establishments with sales floor space.

(8) For Table 4 and 5: Refer to Appendix 2 for the definitions of "sales from classification."

(9) For Table 10: "Number of shopping districts, establishments, large-scale stores, establishments in large-scale stores and employees, annual sales and sales floor space in commerce-integrated areas (shopping districts) by prefecture and municipality", the following cases of 1) and 2) exist.

1) Since the statistical tables do not include establishments that engage in food and beverages and services (only establishments that engage in retail trade are totaled), numerical figures in the number of establishment may be fewer.

2) If a shopping district is complex, a commerce-integrated area is established by integrating two or more shopping districts, and figures for the number of

establishments may be more accordingly.

- (10) The 2002 Census has not been implemented for Miyake village Tokyo due to volcanic activities, therefore, the figures (number of establishments, number of employees, total sales during the year) of 2002 do not include the figures for this area.
- (11) When utilizing the statistical tables in this booklet for other materials, be sure to specify that they were cited from the “Report by Characteristics of Location (Retail Trade) of 2007 Census of Commerce compiled by the Research and Statistics Department of the Economic and Industrial Policy Bureau of the Ministry of Economy, Trade and Industry.”

## 5. Perusal of detailed data

This Report includes Table 1 to Table 12. Detailed data of Detailed table1 to 3 are difficult to publish due to the large volume of findings. However, the information is available on CD-ROM and is available for display for personal computers at the following location.

- (1) Place of perusal

- Center for economic statistical information

Research Institute of Economy, Trade and Industry

Kobikikan Ginza Building

8-9,2-chome,Ginza,Chuo-ku,Tokyo,104-0061

Tel: 03-3535-5348

- (2) Detailed data

- 1) Detailed Table 1

“Number of shopping districts by prefecture and municipality in commerce-integrated areas, number of establishments per commerce-integrated area, persons employed and employees, annual sales, sales floor space, number of large-scale retail stores, number of establishments and employees, annual sales and sales floor space (2007)”

- 2) Detailed Table 2

“Number of establishments ( by number of employee and sales floor space ) and employees, sales floor space, annual sales and sales productivity, by 3-digit industrial classification and by commerce-integrated area (2007)”

- 3) Detailed Table 3

“Number of establishments ( by number of employee and sales floor area ) and employees, sales floor area, annual sales and sales productivity, by sales form

and by commerce-integrated area (2007)”

## 6. Reference

Contact below for any inquiries in respect of the Census.

Industrial Statistics Office, Research and Statistics Department, Economic and Industrial Policy Bureau, Ministry of Economy, Trade, and Industry

1-3-1 Kasumigaseki Chiyoda-Ku Tokyo

〒100-8902

Telephone no. 03-3501-9945, 0386 (Direct number)

The major contents of this text may also be found in the homepage of the Ministry of Economy, Trade and Industry.

URL for access to statistics: <http://www.meti.go.jp/english/statistics/>