

RETAILER QUESTIONNAIRE RESULTS:

Question 1: The number of outlets you currently operate.

Retailers responding claimed they operated 1,638 stores. Replies were received from retailers in all categories. Specialty stores responding operated on average 3 stores each.

Question 2: The number of new outlets being planned.

Retailers reported they are currently planning to open 175 new outlets.

Question 3: What is the geographic spread of your retail operations?

Respondents buying offices are located throughout the United States. Retailers operation mainly covered the city where they were located, sometimes their home state, adjoining states, and in the case of national chains stores were located throughout the US.

Question 4: Retailers describe their type of operation.

Answer expressed as a percentage of the 135 total replies received. Note several retailers operated in a variety of ways therefore the total is more than 100 percent.