

Retail (Holiday Shopping) Tools to Use

**INSTANT
BACKGROUNDS**

the**pitch**

provoke
insights

**TOP
BUSINESS
TRENDS**

 **Advertising to
Sales Ratios**

CO-OP **DIRECTORY**



RAB Creative

Apparel Stores, Consumer Electronics Stores, Department Stores, Jewelry Stores, Winter Holidays

[Arts & Crafts/Hobby Stores](#), [Clothing Stores](#), [Consumer Electronics & Appliance Stores](#), [Cosmetic and Beauty Supply Stores](#), [Gift Shops](#), [Furniture Stores](#), [Holiday Retail](#), [Housewares Stores](#), [Sporting Goods Retailers](#), [Jewelry Stores](#)

Alcohol, Beauty & Radio Trends, Jewelry/Watches & Radio, VBR – The Valued Business of Retail

All Retail Sales, Appliance Stores, Book Stores, Consumer Electronic Stores, Department Stores, Furniture Stores, Gift, Novelty & Souvenir Stores, Jewelry Stores, Shoe Stores, Sporting Goods Stores

Industry: Review all RETAIL categories

Books & Religious Items, Jewelry, Watches & Clocks, Small Appliances, Toys, Games & Hobbies

Arts & Crafts/Hobby Stores, Consumer Electronics, Department Stores, Jewelry Stores, Retail Market

INSTANT BACKGROUNDS

Information to start conversations and position yourself as a true marketing professional

- Insights into lines of business to tie to your listening audience
- Who, what, when, why and how consumers take action, purchase preferences and more
- Links to trade associations, publications, etc.

RAB Instant Background - Apparel Stores
Consumer Insights

Who Buys
Profiling adults 18+ who purchased three or more articles of men's apparel in the last year, along with those consumers who bought three or more articles of women's clothing in the previous 12 months:

	Bought 3+ items of women's clothing	Bought 3+ items of men's clothing
Male	15.7%	65.2%
Female	84.3%	34.8%
18-24	11.6%	10.9%
25-34	19.1%	18.7%
35-44	17.6%	18.1%
45-54	16.4%	16.9%
55-64	18.9%	17.0%
65+	39.2%	18.4%
Household Income: \$100K+	13.6%	43.5%
Household Income: \$75,000-\$99,999		14.2%

What They Buy
According to 2022 IBISWorld research, share of product sales in family clothing stores, by category: Women's clothing, 39.3%; men's clothing, 26.5%; children's clothing, 11.5%; footwear, 14.0%; accessories, 8.2%.
(Source: IBISWorld, 2022)

Share of product sales in women's clothing stores, by segment: Tops, 30.9%; bottoms, 20.6%; dresses, 14.4%; outerwear, 8.4%; other apparel and accessories, 25.7%.
(Source: IBISWorld, 2022)

Share of product sales in men's wear stores, according to 2022 IBISWorld research: Casual wear, 39.1%; suits and formal wear, 20.5%; office wear, 13.4%; accessories, 8.3%; sport coats and blazers, 7.3%; overcoats and raincoats, 5.7%; other, 5.7%.
(Source: IBISWorld, 2022)

Percentage breakdown of product sales for children and infants' clothing stores: Girls' clothing, 22.6%; boys' clothing, 43.9%; infants' and toddlers' clothing, 12.6%; other (accessories such as hats, scarves, gloves, etc.), 20.7%.
(Source: IBISWorld, 2022)

Share of product sales for traditional shoe stores: Women's nonathletic shoes, 26.6%; men's athletic shoes, 22.8%; children's shoes, 13.6%; men's nonathletic shoes, 11.7%; women's athletic shoes, 10.5%; other, 5.9%; clothing, accessories and other, 9.5%.
(Source: IBISWorld, 2022)

Average annual expenditure on women's apparel per consumer unit in the United States in 2021, by category (in \$): sweaters, shirts, tops, vests, 143.9; pants and shorts, 95.9; accessories, 77.35; dresses, 63.85; undergarments, 51.77; coats and jackets, 30.43; hosiery, 27.46; sleepwear, 15.8; skirts, 10.32; uniforms, 4.52; suits, 1.76; sportcoats, tailored jackets, 1.02.
(Source: Bureau of Labor Statistics, 2022)

Average annual expenditure on men's apparel per consumer unit in the United States in 2021, by category (in \$): shirts, blouses, sweaters and vests, 27.8; shirts, pants and accessories, 41.96; underwear, 37.47; hosiery, 19.7; suits, 19.5; coats and jackets, 19.22; nightwear, 8.42; swimwear, 4.59; uniforms, 2.59; sportcoats and tailored jackets, 2.26.
(Source: Bureau of Labor Statistics, 2022)

Average annual expenditure on girls' apparel per consumer unit in the United States in 2021, by category (in \$): shirts and sweaters, 22.58; pants and shorts, 21.29; underwear, shorts, 22.44; underwear and sleepwear, 17.55; dresses and suits, 11.99; hosiery, 8.33; accessories, 6.16; coats and jackets, 5.17; swimwear, 3.28; uniforms, 2.97.
(Source: Bureau of Labor Statistics, 2022)

Average annual expenditure on boys' apparel per consumer unit in the United States in 2021, by category (in \$): shirts and sweaters, 22.58; pants and shorts, 21.29; underwear, 14.56; coats and jackets, 10.12; accessories, 9.98; nightwear, 9.08; uniforms, 7.56; hosiery, 7.33; swimwear, 3.38; suits, sportcoats and vests, 0.5.
(Source: Bureau of Labor Statistics, 2022)

the**pitch**

Deeper dives into categories

- Includes additional information beyond Instant Backgrounds
- Designed to assist in driving sales on a local, regional or national level
- Delves into the current statistics, challenges and opportunities

Go to market and close the deal

- Includes PowerPoint presentation full of ideas sellers highlight the various ways that radio can help drive traffic and sales.

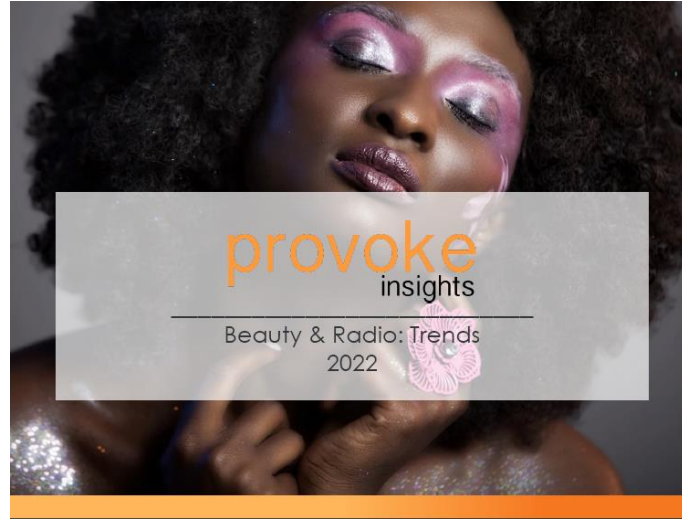
Idea: Fashion Musts

Every day, radio station highlights a product or service available at *Advertiser X* as a "Fashion Must" along with a style tip.

Each "Fashion Must" will be broadcast throughout the day across platforms via endorsement spots, short-form units, streaming, digital placements, social media and in relevant podcasts, truly positioning the item/service as a "must."

Consumer and radio listener insights

- Based on recent surveys
- Insights into purchase trends
- Categories to date span holiday sales season



TOP BUSINESS TRENDS

Information that answers your prospects' question of when they should advertise aka HOT months

- Sales trends for key advertiser categories; identifies periods within the annual sales cycle where clients must advertise
- Based on three-year trends data from U.S. Dept of Commerce data

RAB RADIO ADVERTISING BUREAU

Top Business Trends 2021

	Jan	Feb	Mar	Qtr. Total	Apr	May	Jun	Qtr. Total	Jul	Aug	Sep	Qtr. Total	Oct	Nov	Dec	Qtr. Total
All Retail Sales	7.3	6.9	8.9	23.1	8.8	9.0	8.8	26.6	8.8	8.7	8.4	26.0	7.8	7.7	8.8	24.3
Appliance Stores	7.0	6.4	8.4	21.8	7.9	7.6	8.2	23.8	7.9	7.8	7.8	23.5	7.4	7.3	7.6	22.3
Auto Dealers (New)	7.2	6.9	9.6	23.7	9.4	9.5	9.0	27.9	8.8	8.3	8.0	25.2	7.8	7.1	8.3	23.2
Auto Dealers (Used)	6.3	6.8	10.7	23.8	10.2	9.4	9.4	28.9	9.0	9.3	9.4	27.7	6.6	6.0	5.8	18.4
Auto Parts, Acc.&Tire Stores	7.0	6.8	9.3	23.1	9.0	8.6	8.8	26.4	8.8	9.0	8.6	26.4	7.9	7.2	7.2	22.3
Beer, Wine, Liquor Stores	7.0	6.9	7.9	21.9	7.9	8.4	8.4	24.7	8.6	8.0	7.8	24.4	8.0	8.0	8.0	24.0
Book Stores	8.0	4.5	5.3	17.7	5.0	6.1	6.8	18.0	6.9	11.2	8.6	26.7	4.4	4.8	8.7	18.0
Building Supply Stores	6.6	6.2	9.1	21.9	9.7	9.7	9.6	29.0	8.9	8.6	8.4	25.9	8.0	7.4	7.3	22.7
Consumer Electronic Stores	7.4	6.4	8.2	22.1	7.5	8.0	8.3	23.7	8.4	8.4	8.0	24.7	7.0	9.0	10.6	26.6
Department Stores	4.0	4.7	6.6	15.3	6.8	8.3	9.1	24.3	9.8	10.1	9.7	29.6	6.0	7.4	11.0	24.4
Discount Stores	6.9	6.2	8.5	21.6	7.7	8.4	8.1	24.2	8.4	8.9	7.9	25.1	7.6	8.6	10.8	27.1
Drug Stores	8.0	7.3	8.7	24.0	8.5	8.2	8.5	25.3	8.5	8.6	8.4	25.5	8.3	7.6	8.7	24.6
Family Clothing Stores	5.2	5.3	8.4	18.9	8.3	9.2	9.0	26.5	9.4	9.2	8.1	26.6	7.6	8.0	10.8	26.3
Food and Beverage Stores	8.1	7.4	8.2	23.8	8.1	8.6	8.5	25.2	8.8	8.6	8.4	25.8	8.1	8.1	8.7	25.0
Fuel Dealers	11.3	12.2	10.4	33.9	7.2	6.1	5.9	19.2	5.6	5.7	6.5	17.7	6.2	7.1	10.3	23.6
Furniture Stores	7.7	7.1	9.0	23.8	8.6	8.6	8.2	25.4	8.5	8.5	8.5	25.5	7.6	7.4	7.7	22.8
Gasoline Stations	6.9	6.7	8.6	22.2	8.8	9.3	9.5	27.6	9.9	9.9	9.7	29.5	7.1	6.4	6.8	20.3
Gift, Novelty & Souvenir Stores	4.6	4.7	6.4	15.7	6.8	7.5	8.5	22.8	9.1	8.4	9.1	26.6	9.5	6.0	8.9	24.4
Grocery Stores	8.2	7.5	8.2	23.9	8.1	8.6	8.4	25.2	8.7	8.7	8.5	25.9	8.1	8.1	8.5	24.7
Hardware Stores	6.5	6.1	8.1	20.8	8.8	9.1	9.0	26.9	8.3	8.0	7.9	24.1	7.7	7.1	7.8	22.6
Health/Personal Care Stores	7.8	7.3	8.8	24.0	8.4	8.3	8.6	25.3	8.5	8.6	8.4	25.5	8.1	7.6	8.9	24.7
Hobby/Toy/Game Stores	6.7	5.9	8.0	20.6	7.2	7.2	7.0	21.4	7.3	7.5	7.9	22.7	6.8	9.8	10.6	27.2
Home Furnishings	8.0	7.7	6.8	22.5	3.6	5.7	7.9	17.2	8.6	9.5	9.2	27.3	8.9	9.7	10.6	29.2
Jewelry Stores	7.2	9.4	4.1	20.7	1.4	4.3	6.7	12.4	7.3	7.9	7.9	23.1	7.9	8.9	21.4	38.2
Men's Wear Stores	4.5	4.6	7.3	16.4	8.6	2.0	3.9	14.4	5.2	4.8	5.1	15.1	9.9	10.6	7.7	28.3
Office Supply Stores	7.3	6.3	7.3	20.9	6.7	6.3	6.3	19.3	6.6	9.2	7.4	23.2	6.6	5.9	7.5	20.0
Paint & Wallpaper Stores	5.8	5.6	8.0	19.4	8.0	8.0	8.4	24.4	7.8	8.0	7.8	23.7	7.6	6.4	5.9	19.9
Full-Service Restaurants	7.6	7.6	8.7	23.9	8.2	9.0	8.8	26.0	8.7	8.9	7.9	25.5	8.0	7.8	8.8	24.6
Shoe Stores	5.6	5.4	9.2	20.2	8.5	9.0	8.4	25.8	8.7	9.8	7.4	25.9	6.7	6.6	9.6	22.9
Sporting Goods Stores	6.2	5.8	9.2	21.2	8.8	8.6	9.1	26.4	8.8	8.8	7.6	25.2	7.0	6.9	10.2	24.1
Supermarkets	8.3	7.5	8.2	24.0	8.1	8.6	8.4	25.1	8.7	8.6	8.5	25.8	8.1	8.2	8.5	24.8
Used Merchandise Stores	6.5	6.3	8.0	20.9	8.4	7.8	7.5	23.7	8.4	8.1	7.6	24.2	7.6	7.2	6.9	21.7
Warehouse Clubs/Superstores	7.7	6.9	8.8	23.5	8.2	8.6	8.3	25.1	8.6	8.8	8.3	25.7	7.9	8.3	9.2	25.4
Women's Wear Stores	5.5	5.5	8.5	19.5	8.4	9.0	8.8	26.2	8.9	8.3	8.3	25.5	7.0	7.3	9.1	23.4

RAB Member Response
Hotline: 800.232.3131
Email: member_response@rab.com
Web: www.rab.com

READING THIS CHART:
 Numbers are monthly percentages of each category's yearly business.

"HOT" months (8.6% or more of annual sales) are in **RED**.

Average months (8.0% - 8.5%) are in **BLUE**.

Below average months (under 8%) are in **BLACK**.

These trends are based on national three-year industry averages to minimize such variables as moveable holidays, inflation or recession, product shortages, and so forth. Actual local or regional curves may differ due to climate, market variation, etc.


Note: Data for categories highlighted in **yellow** was not available for 2021 at the time of this report.

Source: [Data from the U.S. Department of Commerce](#) as of November 2021.



Provides guidance on how much advertisers should spend

- Sales revenue trends compared to advertising spend by category
- Can help justify sales proposal and ad campaign costs

<div>  <div>Ad to Sales Ratios</div> </div>								
Industry Name	SIC Code	2021 Revenue (\$Millions)	2020 Revenue (\$Millions)	2020 vs. 2021 Annual Revenue Growth Rate %	2021 Advertising Spend (\$Millions)	2020 Advertising Spend (\$Millions)	2020 vs. 2021 Annual Advertising Growth Rate %	2021 Ad Dollars as % of Sales
PLASTICS FOAM PRODUCTS	3086	2348.790	1982.780	18.46	3.431	4.100	-16.33	0.15
PLASTICS PRODUCTS, NEC	3089	15472.561	13183.604	17.36	466.759	371.500	25.64	3.02
PLASTICS, FOIL & COATED PAPER BAGS	2673	3556.000	3263.000	8.98	43.000	72.000	-40.28	1.21
POULTRY SLAUGHTERING AND PROCESSING	2015	66626.111	58841.168	13.23	279.538	322.200	-13.24	0.42
PREFABRICATED METAL BUILDINGS & COMPONENTS	3448	5583.137	4617.369	20.92	7.972	15.100	-47.20	0.14
PREPARED FRESH OR FROZEN FISH & SEAFOODS	2092	9.973	14.111	-29.32	0.006	0.007	-20.83	0.06
PRINTING TRADES MACHINERY & EQUIPMENT	3555	322.006	193.331	66.56	2.691	2.273	18.39	0.84
PUBLIC BLDG & RELATED FURNITURE	2531	184.828	152.795	20.96	0.785	0.468	67.74	0.42
PUMPS & PUMPING EQUIPMENT	3561	3143.116	2700.567	16.39	12.600	12.000	5.00	0.40
RADIO & TV BROADCASTING & COMMUNICATIONS EQUIPMENT	3663	12065.323	11632.383	3.72	50.235	66.133	-24.04	0.42
RADIO BROADCASTING STATIONS	4832	20514.533	18208.592	12.66	1094.881	963.477	13.64	5.34
RADIOTELEPHONE COMMUNICATIONS	4812	85044.992	73200.221	16.18	2406.712	2012.843	19.57	2.83
RAILROADS, LINE-HAUL OPERATING	4011	0.181	0.000	0.00	0.276	0.000	0.00	152.45
REAL ESTATE	6500	40857.511	33677.834	21.32	722.096	623.207	15.87	1.77
REAL ESTATE AGENTS & MANAGERS (FOR OTHERS)	6531	26096.068	14239.307	83.27	661.436	374.205	76.76	2.53
REAL ESTATE INVESTMENT TRUSTS	6798	30356.960	25244.263	20.25	368.734	315.039	17.04	1.21
REAL ESTATE OPERATORS (NO DEVELOPERS) & LESSORS	6510	160.817	177.913	-9.61	0.000	0.000	0.00	0.00
REFRIGERATION & SERVICE INDUSTRY MACHINERY	3580	4751.844	3686.034	28.91	24.823	15.200	63.31	0.52
REFUSE SYSTEMS	4953	6307.831	5546.255	13.73	7.582	4.921	54.07	0.12
RETAIL-APPAREL & ACCESSORY STORES	5600	16517.619	13999.463	17.99	656.124	543.883	20.64	3.97
RETAIL-AUTO & HOME SUPPLY STORES	5531	42829.040	37319.348	14.76	424.802	357.688	18.76	0.99
RETAIL-AUTO DEALERS & GASOLINE STATIONS	5500	177798.839	121824.255	45.95	1784.656	1174.617	51.94	1.00
RETAIL-BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY	5200	33171.412	29229.493	13.49	416.543	467.080	-10.82	1.26
RETAIL-CATALOG & MAIL-ORDER HOUSES	5961	602449.898	499616.058	20.58	38903.402	27183.865	43.11	6.46
RETAIL-COMPUTER & COMPUTER SOFTWARE STORES	5734	6010.755	5089.815	18.09	93.642	58.437	60.24	1.56
RETAIL-CONVENIENCE STORES	5412	7417.423	4010.246	84.96	4.402	0.001	9999.99	0.06
RETAIL-CONSUMER SERVICES	5413	14711.453	10701.346	84.96	4.402	0.001	9999.99	0.06
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5414	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5415	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5416	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5417	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5418	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5419	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5420	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5421	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5422	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5423	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5424	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
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RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5435	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5436	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5437	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5438	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5439	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5440	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5441	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5442	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
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RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5444	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5445	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5446	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5447	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5448	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5449	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5450	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5451	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5452	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5453	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5454	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5455	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5456	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5457	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5458	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5459	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5460	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5461	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5462	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5463	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5464	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5465	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5466	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5467	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5468	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5469	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5470	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5471	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5472	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5473	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5474	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5475	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5476	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5477	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5478	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5479	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5480	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5481	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5482	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5483	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5484	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5485	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5486	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5487	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5488	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5489	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5490	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5491	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5492	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5493	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5494	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5495	10701.346	2088.812	78.08	23.945	28.431	10.54	1.26
RETAIL-CONSUMER SERVICES & CONSUMER SERVICES	5496	10701.346	20					