



2002 ECONOMIC CENSUS

RECREATIONAL VEHICLE, BOAT, AND OTHER MOTOR VEHICLE DEALERS

OMB No. 0607-0881: Approval Expires 06/30/2004

DUE DATE
FEBRUARY 12, 2003

Mail your completed form to:
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

Please read the accompanying information sheet(s) before answering the questions.

Need help or have questions about filling out this form?

Visit our Web site at www.census.gov/econhelp

Call 1-800-233-6136, between 8:00 a.m. and 8:00 p.m., Eastern time, Monday through Friday.

- OR -

Write to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

RT-44102

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ink.
- Do not use pencil.
- Place an "X" inside the box.
- Please center numbers in their respective boxes. Examples:
- Do not put slashes through 0 or 7.

<input checked="" type="checkbox"/>	0	1	2	3	4	5	6	7	8	9
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The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 MONTHS IN OPERATION

Number of months in operation during 2002 (If none, mark "X" and go to 29.) 0002

Mark "X" if None		2002	
		Number of months	

2 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown in the mailing address the same as the one used for this establishment on its latest 2002 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes 0022 No - Enter current EIN (9 digits) → 0025

3 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. box and rural route addresses are not physical locations.)

0031 Yes

0032 No - Enter physical location →

0035 Number and street			
0036 City, town, village, etc.		0037 State	0038 ZIP Code

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

0041 Yes 0042 No 0043 No legal boundaries 0044 Do not know

C. Type of municipality where this establishment is physically located

0046 City, village, or borough 0047 Town or township 0048 Other or do not know



44102010

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be rounded to thousands of dollars.

If a figure is \$1,025,628.79:

If a value is "0" (or less than \$500.00):

Report

Report

Mark "X" if None

2002		
\$ Mil.	Thou.	Dol.
1	0 2 6	

4 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

Sales of merchandise and other operating receipts (Exclude sales or other taxes collected). 0100

2002		
\$ Mil.	Thou.	Dol.

5 E-COMMERCE SALES, SHIPMENTS, RECEIPTS, OR REVENUE

A. Did this establishment have any e-commerce sales and/or receipts in 2002? (E-commerce sales and/or receipts are sales of goods or services where an order is placed by the buyer, or price and terms of sale are negotiated, over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Payment may or may not be made online. Please see the information sheet(s) for further clarification.)

0181 Yes - Go to line B

0182 No - Go to **6**

B. E-commerce sales and/or receipts of this establishment (Include e-commerce sales and/or receipts in **4**. Include shipping and handling charges. Exclude sales taxes.) . . . 0185

2002		
Estimates are acceptable		
\$ Mil.	Thou.	Dol.

6 EMPLOYMENT AND PAYROLL

Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown in the mailing address or corrected in **2**.

Exclude:

- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Temporary staffing obtained from a staffing service.

For further clarification, see information sheet(s).

Mark "X" if None

A. Number of employees for pay period including March 12 0320

2002		
Number		

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)

Mark "X" if None

1. Annual payroll 0300

2. First quarter payroll (January-March, 2002). 0310

2002		
\$ Mil.	Thou.	Dol.



44102028

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

7 LEASED EMPLOYMENT AND PAYROLL

A. Did this establishment have any full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN?

Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.
- Employees already reported in **6**.

For further clarification, see information sheet(s).

0241 Yes - Go to line B

0242 No - Go to **13**

Mark "X" if None

2002		
Number		

B. Number of leased employees for pay period including March 12. 0370

C. Payroll for leased employees before deductions (Exclude employer's cost for fringe benefits.)

1. Annual payroll for leased employees 0350

2002		
\$ Mil.	Thou.	Dol.

2. First quarter payroll for leased employees (January-March, 2002) 0360

Mark "X" if None

2002		
\$ Mil.	Thou.	Dol.

8 - 17 Not Applicable.

18 KIND OF BUSINESS

Principal kind of business in 2002
(Mark "X" only ONE box.)

- 0700
- 441 222 00 16 Boat dealer
 - 441 222 00 24 Boating equipment and supply store
 - 441 221 10 31 Motorcycle dealer, including motor scooters and mopeds
 - 441 221 10 23 Motorcycle parts and accessories dealer
 - 441 229 10 25 Motorized golf cart dealer
 - 441 221 20 21 All-terrain vehicle (ATV) and/or personal watercraft dealer
 - 441 229 10 41 Snowmobile dealer
 - 441 210 00 28 Recreational vehicle dealer, including RVs, travel trailers, camping trailers, converted vans, motor homes, truck campers, etc.
 - 441 229 10 17 Utility trailer dealer
 - 441 229 10 33 Aircraft dealer
 - 441 110 00 11 Motor vehicle dealer, new and used

CONTINUE WITH **18** ON PAGE 4

18 KIND OF BUSINESS - Continued

0700

441 120 00 27 Motor vehicle dealer, used only

441 310 40 11 Auto supply store

713 930 00 45 Marina

772 000 00 12 Other kind of business - *Specify* ↴

0701

19 CLASS OF CUSTOMER

A. As a general business practice, did this establishment sell to household consumers and individual users in 2002?

0251 Yes

0252 No

B. Were 75% or more of this establishment's sales to retailers/wholesalers for resale in 2002?

0256 Yes

0257 No

C. Did this establishment require proof of business or professional license from new customers in 2002?

0276 Yes

0277 No

CONTINUE WITH **19** ON PAGE 5



44102044

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

19 CLASS OF CUSTOMER - Continued

D. Estimate the percentage of this establishment's total sales (reported in **4**) by class of customer. *(Circle all that apply and then report percentages for the items circled.)*

- 1. Household consumers and individual users 0261
- 2. Retailers for resale 0263
- 3. Wholesale establishments for resale 0264
- 4. Repair shops for use in repair work 0265
- 5. Manufacturing and mining industrial users for use as input goods in production 0266
- 6. Restaurants, hotels, food services, and contract feeding. 0267
- 7. Businesses for end use in their own operation, not for resale or production 0268
- 8. Building contractors, heavy construction, and special trade contractors 0269
- 9. Farmers for use in farm production 0270
- 10. Governmental bodies (Federal, state, and local) 0271
- 11. Export sales 0262
- 12. Other - Specify ↴

0874		0272
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- 13. TOTAL

2002	
Whole percent of sales and receipts	
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
1 0 0	%

20 METHOD OF SELLING
Principal method of selling in 2002
(Mark "X" only ONE box.)

- 0751 Electronic commerce (selling goods or facilitating the sale of goods via the Internet or other electronic means)
- 0752 Store or display showroom (selling from a fixed or permanent location with physical displays of priced merchandise and/or from a counter)
- 0753 Warehouse or office (including telephone/fax orders or outside sales representatives)
- 0754 Mail order
- 0755 Home shopping via television
- 0756 Direct selling (selling in a face-to-face manner away from a fixed location, such as house-to-house, party plan, or temporary kiosk sales)
- 0757 Vending machines
- 0758 Other - Specify ↴

0759	
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21 Not Applicable.



44102051

HOW TO REPORT PERCENTS



If figure is **38.76%** of total sales:

Report whole percents

2002

Estimates are acceptable. Report dollars OR percents.

\$ Mil.	Thou.	Dol.	Percent
			3 9

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report sales for each merchandise line sold by this establishment, either as a dollar figure or as a whole percent of total sales (reported in 4). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above.)

Description of sales, shipments, receipts, or revenue	Census use	2002			
		Estimates are acceptable. Report dollars OR percents.			
		\$ Mil.	Thou.	Dol.	Percent
0723	0720	0721			0722
1. Sporting goods, including boats, bicycles, parts and accessories, etc. (Report receipts from boat storage and docking on line 18c.)					
a. New boats, motors, and parts and accessories (Report parts installed in repair on line 18a.)	20514				
b. Used boats, motors, and parts and accessories (Report parts installed in repair on line 18a.)	20515				
c. Motorized sport vehicles, including all-terrain vehicles (ATVs), snowmobiles, golf cars, go-carts, personal watercraft, parts and accessories, etc.	20527				
d. All other sporting goods, including bicycles, parts and accessories, etc.	20528				
e. Sum lines 1a through 1d	20500				
2. Automobiles, vans, trucks, other powered transportation vehicles, including motorcycles, motor scooters, motor bikes (Report converted vans on line 3f.)					
a. New motorcycles, motor scooters, motor bikes, including parts and accessories (Report parts installed in repair on line 18a.)	20712				
b. Used motorcycles, motor scooters, motor bikes, including parts and accessories (Report parts installed in repair on line 18a.)	20713				
c. All other powered transportation vehicles, including automobiles, vans, minivans, trucks, etc.	20714				
d. Sum lines 2a through 2c	20700				
3. Recreational vehicles, parts, and accessories (Report manufactured (mobile) homes on line 7. Report liquefied petroleum (propane) gas on line 14. Report motorcycles on line 2a or 2b.)					
a. New camping trailers, including collapsible	20581				
b. New travel trailers, including 5th wheel	20582				
c. New truck campers for mounting on pick-up trucks (Report trucks on line 2c.)	20583				
d. New motor homes	20584				

CONTINUE WITH 22 ON PAGE 7

44102069

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Census use	2002			
		Estimates are acceptable. Report dollars OR percents.			
		\$ Mil.	Thou.	Dol.	Percent
0723	0720	0721			0722
3. Recreational vehicles, parts, and accessories - Continued					
e. Used recreational vehicles	20585				
f. All other recreational vehicles, parts, and accessories, including converted vans (Report repair receipts on line 18b, parts installed in repair on line 18a, and rental receipts on line 18e.)	20586				
g. Sum lines 3a through 3f	20580				
4. New aircraft, engines, and parts and accessories	20857				
5. Used aircraft, engines, and parts and accessories	20858				
6. Utility trailers	20864				
7. Manufactured (mobile) homes	20680				
8. Automotive tires, batteries, parts, accessories (Report parts installed in repair on line 18a.)	20740				
9. Automotive fuels	20720				
10. Automotive lubricants, including oil, greases, etc.	20730				
11. Paint and sundries	20670				
12. Lawn, garden, and farm equipment and supplies; cut flowers; plants and shrubs; fertilizers; etc.	20620				
13. Hardware, tools, and plumbing and electrical supplies	20600				
14. Household fuels, including oil, LP gas, wood, coal	20780				
15. Men's wear (Report footwear and boys' wear on line 17.)	20200				
16. Women's, juniors', and misses' wear (Report footwear and girls', infants', and toddlers' wear on line 17.)	20220				
17. All other merchandise (Report receipts for services on line 18.) Specify principal lines and estimated sales below	29810				
a. _____	29811				
b. _____	29812				
c. _____	29813				
18. All nonmerchandise receipts, including receipts from rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES					
a. Parts installed in repair	29907				
b. Labor charges for work performed by this establishment	29904				

CONTINUE WITH **23** ON PAGE 8

CONTINUE ON PAGE 8

44102077

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002			
		Estimates are acceptable. Report dollars OR percents.			
		\$ Mil.	Thou.	Dol.	Percent
0723	0720	0721			0722
18. All nonmerchandise receipts, including receipts from rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES - Continued					
c. Receipts from pleasure boat storage and docking services, including receipts for launch fees and slip rentals	29914				
d. Rental or lease of boats, aircrafts, etc.	29921				
e. Rental or lease of recreational vehicles	29922				
f. Value of service contracts	29943				
g. Commissions received for the sale of credit life insurance and the arrangement of financing	29944				
h. All other nonmerchandise receipts	29953				
i. Sum lines 18a through 18h	29900				
19. TOTAL (Should equal 4 if reporting in dollars.)	29990				1 0 0

23 Not Applicable.

24 SHIPPING AND HANDLING

A. Did this establishment have any receipts from customers for shipping and handling of merchandise in 2002?

0981 Yes - Go to line B

0982 No - Go to **26**

B. Receipts of this establishment from customers for shipping and handling of merchandise. 0985

2002		
Estimates are acceptable		
\$ Mil.	Thou.	Dol.

C. Are receipts for shipping and handling included in sales and receipts (reported in **4**)?

0988 Yes

0989 No

25 Not Applicable.

26 SPECIAL INQUIRIES

BOAT FACILITIES
Boat dealers only

Number of pleasure boat docking or storage spaces, including wet slips, moorings, in/out racks, and other land storage spaces, that this establishment had as of December 31, 2002 2200

Mark "X" if None

2002	
Number as of December 31	

27 Not Applicable.

44102085

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

28 ESTABLISHMENT ACTIVITIES

A. Indicate activities that were performed by this establishment or were performed for this establishment by another company during 2002.
(Mark "X" ALL that apply.)

	This activity was performed by this establishment	This activity was performed for this establishment by another company	This activity was not provided by this establishment
1. Product Development			
a. Product design/engineering	0921 <input type="checkbox"/>	0941 <input type="checkbox"/>	0961 <input type="checkbox"/>
b. Materials fabrication/processing/assembly/blending	0922 <input type="checkbox"/>	0942 <input type="checkbox"/>	0962 <input type="checkbox"/>
2. Order Fulfillment			
a. Bundling or kitting (combining multiple items into a prepackaged product)	0923 <input type="checkbox"/>	0943 <input type="checkbox"/>	0963 <input type="checkbox"/>
b. Pick and pack (taking goods from inventory and packaging them to fill orders)	0924 <input type="checkbox"/>	0944 <input type="checkbox"/>	0964 <input type="checkbox"/>
c. Warehousing	0925 <input type="checkbox"/>	0945 <input type="checkbox"/>	0965 <input type="checkbox"/>
d. Breaking bulk (reducing large shipments into smaller portions for customers)	0926 <input type="checkbox"/>	0946 <input type="checkbox"/>	0966 <input type="checkbox"/>
e. Local delivery (within a city, town, or other local area, including adjoining towns and suburban areas)	0927 <input type="checkbox"/>	0947 <input type="checkbox"/>	0967 <input type="checkbox"/>
f. Long distance delivery (beyond local areas and commercial zones)	0928 <input type="checkbox"/>	0948 <input type="checkbox"/>	0968 <input type="checkbox"/>
g. Less than truckload	0929 <input type="checkbox"/>	0949 <input type="checkbox"/>	0969 <input type="checkbox"/>
3. Other Services			
a. Customs brokerage (providing the services of a licensed customs broker).	0930 <input type="checkbox"/>	0950 <input type="checkbox"/>	0970 <input type="checkbox"/>
b. Logistics consulting (providing advice and expertise)	0931 <input type="checkbox"/>	0951 <input type="checkbox"/>	0971 <input type="checkbox"/>
c. Processing of returned merchandise	0932 <input type="checkbox"/>	0952 <input type="checkbox"/>	0972 <input type="checkbox"/>

B. During 2002 did this establishment:

1. Manage inventory owned by this establishment AND held at this location?	0936 <input type="checkbox"/>	Yes	0937 <input type="checkbox"/>	No
2. Manage inventory owned by this establishment BUT held at a customer's location?	0956 <input type="checkbox"/>	Yes	0957 <input type="checkbox"/>	No
3. Manage inventory owned by another company BUT held at this location?	0976 <input type="checkbox"/>	Yes	0977 <input type="checkbox"/>	No
4. Manage inventory owned by another company AND held somewhere other than at this location?	0994 <input type="checkbox"/>	Yes	0995 <input type="checkbox"/>	No



44102093

29 OPERATIONAL STATUS

Activity that best describes this establishment's status at the end of 2002
(Mark "X" only ONE box.)

0011 <input type="checkbox"/> In operation	0014 <input type="checkbox"/> Ceased operation - Give date at right →	0018	Month	Day	Year
0013 <input type="checkbox"/> Temporarily or seasonally inactive	0015 <input type="checkbox"/> Sold or leased to another operator - Give date at right AND enter new name and mailing address below ↴				

0060 Name of new owner or operator		0061 Employer Identification Number			
		Enter EIN of new owner (9 digits) →		-	
0062 Mailing address (number and street, P.O. Box, etc.)					
0063 City, town, village, etc.			0064 State	0065 ZIP Code	
				-	

Remarks (Please use this space for any explanations that may be essential in understanding your reported data.)

30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

0078 <input type="checkbox"/> Yes	0079 <input type="checkbox"/> No - Enter time period covered →	FROM	Month	Year	TO	Month	Year
		0070			0071		

0072 Name of person to contact regarding this report				0073 Title			

Telephone	Area code	Number		Extension	Fax	Area code	Number	
0074		-			0075		-	

0076 Internet e-mail address			Date completed	Month	Day	Year
			0069			

Thank you for completing your 2002 Economic Census form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

44102101