



# 2007 ECONOMIC CENSUS

## Manufactured (Mobile) Home Retailers

**DUE DATE**  
**FEBRUARY 12, 2008**

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

RT-45305

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

**Need help or have questions about filling out this form?**

**Visit** [www.census.gov/econhelp](http://www.census.gov/econhelp)

**Call** 1-800-233-6136, between 8:00 a.m. and 6:00 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.

**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 ballpoint pen.
- Please center numbers in their respective boxes.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Place an "X" inside the box.

Examples:  0 1 2 3 4 5 6 7 8 9

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 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 2007 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021  Yes - Go to 2      0022  No - Enter current EIN (9 digits) → 0025

### 2 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 - Go to line B

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.? (Mark "X" only ONE box.)

0041  Yes

0042  No

0043  No legal boundaries

0044  Do not know

**C.** In what type of municipality is this establishment physically located? (Mark "X" only ONE box.)

0046  City, village, or borough

0047  Town or township

0048  Other

0024  Do not know

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**3 OPERATIONAL STATUS**

Which ONE of the following best describes this establishment's operational status at the end of 2007?  
(Mark "X" only ONE box.)

0011  In operation

0013  Temporarily or seasonally inactive

0014  Ceased operation - Give date at right

Month	Day	Year

0015  Sold or leased to another operator - Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below

0018

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

0016  Other - Specify

0815

**4 MONTHS IN OPERATION**

Mark "X" if None 2007 Number

Number of months in operation during 2007 (If none, mark "X" and go to 50.) . . . . . 0002

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be rounded to thousands of dollars.

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

Report

Mark "X" if None

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

Report

2007			
\$ Bil.	Mil.	Thou.	Dol.
	1 0 2 6		

**5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

Mark "X" if None

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

2007			
\$ Bil.	Mil.	Thou.	Dol.

**6 Not Applicable.**

**7 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 1.

**Exclude:**

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

For further clarification, see information sheet(s).

Mark "X" if None 2007 Number

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

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

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

1. Annual payroll . . . . . 0300

2. First quarter payroll (January-March, 2007) . . . . . 0310

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

8 - 18 Not Applicable.

**19** KIND OF BUSINESS

Which ONE of the following best describes this establishment's principal kind of business in 2007?  
(Mark "X" only ONE box.)

- 0700 453 930 00 1  Manufactured (mobile) home retailer, new and used
- 453 930 00 2  Manufactured (mobile) home parts and supplies retailer
- 441 210 00 2  Recreational vehicle (RV) dealer, including travel trailers, camping trailers, motor homes, truck campers, etc.
- 484 220 40 4  Manufactured (mobile) home transportation - local, without storage
- 484 230 30 3  Manufactured (mobile) home transportation - long distance
- 531 190 10 2  Manufactured and/or mobile home community
- 236 115 00 1  Modular single-family home sales and assembly (built on land customer owns)
- 772 000 00 1  Other kind of business - *Specify* ↴

0701

**20** CLASS OF CUSTOMER

**A.** As a general business practice, did this establishment sell to household consumers and individual users in 2007?

0251  Yes

0252  No

**B.** Were 75% or more of this establishment's sales to retailers/wholesalers for resale in 2007?

0256  Yes

0257  No

**C.** Did this establishment require proof of business or professional license from new customers in 2007?

0276  Yes

0277  No

CONTINUE WITH 20 ON PAGE 4

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20 CLASS OF CUSTOMER - Continued

D. Estimate the percentage of this establishment's total sales (reported in 5) 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 ↴

2007	
Whole percent of sales and receipts	
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
	%
1 0 0	%
	%

- 0874  0272
- 13. TOTAL . . . . .

21 METHOD OF SELLING  
Which ONE of the following best describes this establishment's principal method of selling in 2007?  
(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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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

HOW TO REPORT PERCENTS

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

**Report whole percents**

2007

Estimates are acceptable. Report dollars OR percents.

\$ Bil.	Mil.	Thou.	Dol.	Percent
				39

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE  
 (Report sales for each product line sold by this establishment, either as a dollar figure or as a whole percent of total sales (reported in 5). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above.)

Description of sales, shipments, receipts, or revenue	Census use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>1. Manufactured (mobile) homes, excluding modular homes</b>						
<b>a. New single-section manufactured (mobile) homes, less than 14 feet wide</b> . . . . .	20681					
<b>b. New single-section manufactured (mobile) homes, 14 feet wide</b> . . . . .	20682					
<b>c. New single-section manufactured (mobile) homes, greater than 14 feet wide</b> . . . . .	20683					
<b>d. New multisection manufactured (mobile) homes, two sections</b> . . . . .	20684					
<b>e. New multisection manufactured (mobile) homes, three or more sections</b> . . . . .	20685					
<b>f. Other new manufactured (mobile) homes and parts and accessories</b> . . . . .	20686					
<b>g. Used single-section manufactured (mobile) homes</b> . . . . .	20687					
<b>h. Used multisection manufactured (mobile) homes</b> . . . . .	20688					
<b>i. Sum lines 1a through 1h</b> . . . . .	20680					
<b>2. Recreational vehicles, including camping trailers, travel trailers, truck campers, motor homes, parts and accessories</b> . . . . .	20580					
<b>3. Automobiles, vans, trucks, other powered transportation vehicles, including motorcycles, motor scooters, motor bikes</b> . . . . .	20700					
<b>4. Major household appliances, including refrigerators, ranges, microwave ovens, room air-conditioners, etc.</b> . . . . .	20300					
<b>5. Furniture, sleep equipment</b> . . . . .	20340					
<b>6. Dimensional lumber and other building/structural materials and supplies, including heating stoves and prefabricated fireplaces (Report paint and sundries on line 7.)</b> . . . . .	20640					
<b>7. All other merchandise (Report receipts for services on line 8.) Specify principal lines and estimated sales below</b> . . . . .	29810					
<b>a.</b> _____	29811					
<b>b.</b> _____	29812					
<b>c.</b> _____	29813					

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CONTINUE WITH 22 ON PAGE 6

CONTINUE ON PAGE 6

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

Description of sales, shipments, receipts, or revenue	Cen- sus use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>8.</b> All nonmerchandise receipts, including receipts from rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES						
<b>a.</b> Rental of space and/or mobile homes (residential) (Report rental of space for recreational vehicles and trailers on line 8b.) . . . . .	29932					
<b>b.</b> All other nonmerchandise receipts, including receipts for parts installed in repair, charges for delivery, repair, maintenance, storage, installation, construction, and service contracts, etc. . . . .	29975					
<b>c. Sum lines 8a and 8b</b> . . . . .	29900					
<b>9. TOTAL</b> (Should equal <b>5</b> 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 2007?

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

2007			
Estimates are acceptable			
\$ Bil.	Mil.	Thou.	Dol.

**C.** Are receipts for shipping and handling included in sales and receipts (reported in **5**)?

0988  Yes

0989  No

**25** Not Applicable.

**26** SPECIAL INQUIRIES

FRANCHISE

Was this establishment operating under a trademark authorized by a franchisor in 2007? (Mark "X" only ONE box.)

0237  Yes - franchisee owned establishment

0238  Yes - franchisor owned establishment

0239  No

**27-29** Not Applicable.

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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?

Yes  No - Enter time period covered →

FROM	Month	Year	TO	Month	Year

Name of person to contact regarding this report	Title

Telephone	Area code	Number	Extension	Fax	Area code	Number
		-				-

Internet e-mail address	Date completed	Month	Day	Year

**Thank you for completing your 2007 ECONOMIC CENSUS form.**  
**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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