



# 2002 ECONOMIC CENSUS

## MANUFACTURED (MOBILE) HOME RETAILERS

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**

RT-45305

**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](http://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.

**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** Mark "X" if None

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

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



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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**

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

**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

**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

2002	
Number	

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

Mark "X" if None

2002		
\$ Mil.	Thou.	Dol.

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

**1.** Annual payroll . . . . . 0300

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



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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 453 930 00 14  Manufactured (mobile) home retailer, new and used
- 453 930 00 22  Manufactured (mobile) home parts and supplies retailer
- 441 210 00 28  Recreational vehicle dealer, including RVs, travel trailers, camping trailers, converted vans, motor homes, truck campers, etc.
- 484 220 40 44  Manufactured (mobile) home transportation - local, without storage
- 484 230 30 36  Manufactured (mobile) home transportation - long distance
- 531 190 10 28  Manufactured and/or mobile home community
- 772 000 00 12  Other kind of business - Specify ↴

0701



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

**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

**21** Not Applicable.

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
<b>1.</b> Manufactured (mobile) homes					
<b>a.</b> New single-section manufactured (mobile) homes, less than 14 feet wide . . . . .	20681				
<b>b.</b> New single-section manufactured (mobile) homes, 14 feet wide . . . . .	20682				
<b>c.</b> New single-section manufactured (mobile) homes, greater than 14 feet wide	20683				
<b>d.</b> New multisection manufactured (mobile) homes, two sections . . . . .	20684				
<b>e.</b> New multisection manufactured (mobile) homes, three or more sections . .	20685				
<b>f.</b> Other new manufactured (mobile) homes and parts and accessories . . . .	20686				

CONTINUE WITH 22 ON PAGE 6

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**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
<b>1.</b> Manufactured (mobile) homes - Continued					
<b>g.</b> Used single-section manufactured (mobile) homes . . . . .	20687				
<b>h.</b> Used multisection manufactured (mobile) homes . . . . .	20688				
<b>i. Sum lines 1a through 1h</b> . . . . .	20680				
<b>2.</b> Recreational vehicles, including camping trailers, travel trailers, truck campers, motor homes, van conversions, parts and accessories . . . . .	20580				
<b>3.</b> Automobiles, vans, trucks, other powered transportation vehicles, including motorcycles, motor scooters, motor bikes . . . . .	20700				
<b>4.</b> Major household appliances, including refrigerators, ranges, microwave ovens, room air-conditioners, etc. . . . .	20300				
<b>5.</b> Furniture, sleep equipment . . . . .	20340				
<b>6.</b> Dimensional lumber and other building/structural materials and supplies, including heating stoves and prefabricated fireplaces ( <i>Report paint and sundries on line 7.</i> ) . . . . .	20640				
<b>7.</b> All other merchandise ( <i>Report receipts for services on line 8.</i> ) <i>Specify principal lines and estimated sales below</i> . . . . .	29810				
<b>a.</b> _____	29811				
<b>b.</b> _____	29812				
<b>c.</b> _____	29813				
<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) ( <i>Report rental of space for recreational vehicles and trailers on line 8b.</i> ) . . . . .	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> ( <i>Should equal 4 if reporting in dollars.</i> ) . . . . .	29990				1 0 0

**23** Not Applicable.



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

**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 **23**

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

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

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

0988  Yes

0989  No

**25-27** Not Applicable.

**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.)

**1.** Product Development

**a.** Product design/engineering . . . . . 0921

**b.** Materials fabrication/processing/assembly/blending . . . . . 0922

**2.** Order Fulfillment

**a.** Bundling or kitting (combining multiple items into a prepackaged product) . . . . . 0923

**b.** Pick and pack (taking goods from inventory and packaging them to fill orders) . . . . . 0924

**c.** Warehousing . . . . . 0925

**d.** Breaking bulk (reducing large shipments into smaller portions for customers) . . . . . 0926

**e.** Local delivery (within a city, town, or other local area, including adjoining towns and suburban areas) . . . . . 0927

**f.** Long distance delivery (beyond local areas and commercial zones) . . . . . 0928

**g.** Less than truckload . . . . . 0929

**3.** Other Services

**a.** Customs brokerage (providing the services of a licensed customs broker). . . . . 0930

**b.** Logistics consulting (providing advice and expertise) . . . . . 0931

**c.** Processing of returned merchandise . . . . . 0932

	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
0921	<input type="checkbox"/>	0941 <input type="checkbox"/>	0961 <input type="checkbox"/>
0922	<input type="checkbox"/>	0942 <input type="checkbox"/>	0962 <input type="checkbox"/>
0923	<input type="checkbox"/>	0943 <input type="checkbox"/>	0963 <input type="checkbox"/>
0924	<input type="checkbox"/>	0944 <input type="checkbox"/>	0964 <input type="checkbox"/>
0925	<input type="checkbox"/>	0945 <input type="checkbox"/>	0965 <input type="checkbox"/>
0926	<input type="checkbox"/>	0946 <input type="checkbox"/>	0966 <input type="checkbox"/>
0927	<input type="checkbox"/>	0947 <input type="checkbox"/>	0967 <input type="checkbox"/>
0928	<input type="checkbox"/>	0948 <input type="checkbox"/>	0968 <input type="checkbox"/>
0929	<input type="checkbox"/>	0949 <input type="checkbox"/>	0969 <input type="checkbox"/>
0930	<input type="checkbox"/>	0950 <input type="checkbox"/>	0970 <input type="checkbox"/>
0931	<input type="checkbox"/>	0951 <input type="checkbox"/>	0971 <input type="checkbox"/>
0932	<input type="checkbox"/>	0952 <input type="checkbox"/>	0972 <input type="checkbox"/>

CONTINUE WITH **23** ON PAGE 8

CONTINUE ON PAGE 8

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**28** ESTABLISHMENT ACTIVITIES - Continued

**B.** During 2002 did this establishment:

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

**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  Yes 0079  No - Enter time period covered →

FROM 0070	Month	Year	TO 0071	Month	Year

0072 Name of person to contact regarding this report				0073 Title			

Telephone 0074	Area code	Number	Extension	Fax 0075	Area code	Number

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

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

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