



2002 ECONOMIC CENSUS AUTOMOBILE DEALERS

FORM
RT-44101

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-44101

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.

**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		
<input type="text"/>		
0036 City, town, village, etc.	0037 State	0038 ZIP Code
<input type="text"/>	<input type="text"/>	<input type="text"/>

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



44101012

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			
\$ Bil.	Mil.	Thou.	Dol.
	1	026	

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			
\$ Bil.	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			
\$ Bil.	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.



44101020

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
- 441 110 00 11 Motor vehicle dealer, new and used
 - 441 120 00 27 Motor vehicle dealer, used only
 - 441 320 00 17 New tire dealer
 - 441 310 40 37 Auto parts/supply store
 - 441 310 50 18 Used automobile parts dealer
 - 421 930 11 26 Automotive scrap dealer
 - 447 190 10 19 Gasoline station
 - 447 190 20 17 Truck stop
 - 441 221 20 21 All-terrain vehicle (ATV) and/or personal watercraft dealer
 - 441 229 10 41 Snowmobile dealer
 - 441 221 10 15 Motorcycle dealer
 - 441 210 00 10 Recreational vehicle dealer

CONTINUE WITH **18** ON PAGE 4

CONTINUE ON PAGE 4

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18 KIND OF BUSINESS - Continued

- 0700 441 229 10 17 Utility trailer dealer
- 441 222 00 16 Boat dealer
- 811 121 10 10 Paint or body repair shop
- 532 111 00 24 Passenger car rental
- 532 112 00 23 Passenger car leasing
- 777 440 00 19 Automotive repair, specialized - *Specify* ↴

0701

- 811 111 00 48 Automotive repair, general
- 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



44101046

HOW TO REPORT PERCENTS



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

Report whole percents

2002

Estimates are acceptable. Report dollars OR percents.

\$ Bil.	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.							
		\$ Bil.	Mil.	Thou.	Dol.	Percent			
0723	0720	0721							0722
1. Cars, trucks, motorcycles, and other powered transportation vehicles, including all outright sales plus the fair sales value of all motor vehicles marketed under leases negotiated in 2002, transportation and dealer preparation charges, and dealer installed options (<i>Deduct discounts granted to the purchaser as an increase in trade-in allowance over fair market value and manufacturers' rebates and incentives. Report receipts from the rental of automobiles or trucks on line 8a. Report converted vans on line 5b. Report the value of service contracts on line 8b.</i>)									
a. New passenger cars -- retail, including station wagons	20701								
b. New passenger cars -- leased, including station wagons	20715								
c. New passenger cars -- fleet, including station wagons	20702								
d. New vans and trucks -- retail, including minivans, cargo vans, sport utility vehicles (SUVs), trucks, and buses	20703								
e. New vans and trucks -- leased, including minivans, cargo vans, sport utility vehicles (SUVs), trucks, and buses	20716								
f. New vans and trucks -- fleet, including minivans, cargo vans, sport utility vehicles (SUVs), trucks, and buses	20704								
g. Used passenger cars -- retail, including sales of passenger cars previously rented or leased	20705								
h. Used passenger cars -- wholesale (for resale), including sales of passenger cars previously rented or leased	20706								
i. Used vans, minivans, trucks, and buses -- retail, including sales of vans, minivans, trucks, and buses previously rented or leased	20707								
j. Used vans, minivans, trucks, and buses -- wholesale, including sales of vans, minivans, trucks, and buses previously rented or leased	20708								
k. Motorcycles, motor scooters, motor bikes, including parts and accessories (<i>Report parts installed in repair on line 8.</i>)	20709								
l. All other powered transportation vehicles	20711								
m. Sum lines 1a through 1l	20700								

CONTINUE WITH 22 ON PAGE 7

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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.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
2. Automotive tires, tubes, batteries, parts, accessories <i>(Report parts installed in repair on line 8.)</i>						
a. Automotive tires, tubes, batteries, accessories	20743					
b. Parts, new and rebuilt	20755					
c. Parts, used	20753					
d. Sum lines 2a through 2c	20740					
3. Automotive fuels	20720					
4. Automotive lubricants, including oil, greases, etc.	20730					
5. Recreational vehicles, including camping trailers, travel trailers, truck campers, motor homes, van conversions, parts and accessories <i>(Report motorcycles on line 1k.)</i>						
a. New motor homes	20584					
b. All other recreational vehicles, including used motor homes and new and used camping trailers, travel trailers, truck campers, converted vans, parts and accessories	20587					
c. Sum lines 5a and 5b	20580					
6. Sporting goods, including boats, personal watercraft, snowmobiles, all-terrain vehicles (ATVs), golf cars, and other motorized sport vehicles	20500					
7. All other merchandise <i>(Report receipts for services on line 8. Report receipts from the rental of automobiles or trucks on line 8a, and the fair sales value of leased motor vehicles on line 1.) Specify principal lines and estimated sales below</i>	29810					
a. _____	29811					
b. _____	29812					
c. _____	29813					
8. All nonmerchandise receipts, including rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES <i>(Report receipts from the rental of automobiles or trucks on line 8a, and the fair sales value of leased motor vehicles on line 1.)</i>						
a. Rental of automobiles or trucks	29919					
b. Value of service contracts	29943					
c. Labor charges to customers for work performed by this establishment	29916					
d. Labor charges to insurance companies for work performed by this establishment	29931					

CONTINUE WITH 22 ON PAGE 8

CONTINUE ON PAGE 8

44101079

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.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
8. All nonmerchandise receipts, including rentals, storage, and other services provided to customers EXCLUDING SALES AND OTHER TAXES - Continued						
e. Labor charges for warranty and extended contract work by this establishment	29947					
f. Parts installed in repair and charged directly to customers	29949					
g. Parts installed in repair and charged to insurance companies	29958					
h. Parts installed in repair and covered by warranty or extended service contract	29971					
i. Parts sold internally and installed in repair	29973					
j. Commissions received for the sale of credit life insurance and the arrangement of financing	29944					
k. All other nonmerchandise receipts	29974					
l. Sum lines 8a through 8k	29900					
9. 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

2002			
Estimates are acceptable			
\$ Bil.	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 Not Applicable.

26 SPECIAL INQUIRIES

LEASED VEHICLES

1. Leased motor vehicles

a. Fair sales value of leased motor vehicles for this establishment (Include the fair sales value of leases marketed in 2002, regardless of whether this establishment held them.) 2160

b. Motor vehicle lease payments received by this establishment 2161

Mark "X" if None	2002		
	\$ Mil.	Thou.	Dol.
<input type="checkbox"/>			
<input type="checkbox"/>			

CONTINUE WITH 26 ON PAGE 9

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

26 SPECIAL INQUIRIES - Continued

2. Number of units sold or leased by this establishment for each of the following types of vehicles:

- a. New passenger cars sold 2162
- b. Used passenger cars sold 2163
- c. New passenger cars leased 2164
- d. New vans and trucks sold 2165
- e. Used vans and trucks sold. 2166
- f. New vans and trucks leased 2167
- g. Used passenger cars, vans, and trucks leased 2168

2002	
Number	

27 Not Applicable.



44101095

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 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



44101103

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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.

44101111