



2007 ECONOMIC CENSUS

Automobile Dealers

FORM

RT-44101 (11/30/2006)

OMB No. 0607-0927: Approval Expires 12/31/2008

DUE DATE
FEBRUARY 12, 2008

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

RT-44101

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

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

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.

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

44101012

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 _____ →

Month	Day	Year

AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

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.	Mark "X" if None	2007			
		If a figure is \$1,025,628.79:	Report → <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
		If a value is "0" (or less than \$500.00):	Report → <input checked="" type="checkbox"/>				

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

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

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).

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 <input type="checkbox"/>			
2. First quarter payroll (January-March, 2007) 0310 <input type="checkbox"/>					

44101020



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 441 110 00 1 Motor vehicle dealer, new
- 441 120 00 2 Motor vehicle dealer, used only
- 423 110 50 3 Heavy duty truck dealer, new and used
- 441 320 00 5 Tire dealer, new
- 441 310 40 3 Auto parts/supply store
- 441 310 50 1 Used automobile parts dealer
- 423 930 11 2 Automotive scrap dealer
- 447 190 10 1 Gasoline station
- 447 190 20 1 Truck stop
- 441 229 00 5 Snowmobile dealer
- 441 221 00 4 Motorcycle dealer
- 441 210 00 7 Recreational vehicle (RV) dealer, including travel trailers, 5th wheels, camping trailers, motor homes, truck campers, van campers, etc.
- 441 229 00 2 Utility trailer dealer, including horse/livestock trailers
- 441 222 00 1 Boat/marine dealer
- 441 221 00 5 All-terrain vehicle (ATV) dealer, including motor bikes, motor scooters, and mopeds
- 811 121 10 1 Paint or body repair shop
- 532 111 00 2 Passenger car rental
- 532 112 00 2 Passenger car leasing
- 777 440 00 1 Automotive repair, specialized - Specify ↴

0701

811 111 00 4 Automotive repair, general

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

CONTINUE WITH **20** ON PAGE 4

CONTINUE ON PAGE 4

44101038



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

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

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
				3 9

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
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 2007, transportation and dealer preparation charges, and dealer installed options (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 labor charges on line 8. Report the value of service contracts on line 8b.)							
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), and light passenger trucks	20703						
e. New vans and trucks -- leased, including minivans, cargo vans, sport utility vehicles (SUVs), and light passenger trucks	20716						
f. New vans and trucks -- fleet, including minivans, cargo vans, sport utility vehicles (SUVs), and light passenger trucks	20704						

CONTINUE WITH 2 ON PAGE 6

CONTINUE ON PAGE 6

44101053



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
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 2007, transportation and dealer preparation charges, and dealer installed options - Continued						
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, and light passenger trucks previously rented or leased	20707					
j. Used vans, minivans, trucks, and buses -- wholesale, including sales of vans, minivans, and light passenger trucks previously rented or leased	20708					
k. New and used medium- and heavy-duty trucks and buses	20717					
l. Motorcycles, motor scooters, motor bikes, including parts and accessories (<i>Report parts installed in repair on line 8.</i>)	20709					
m. All other powered transportation vehicles	20711					
n. Sum lines 1a through 1m	20700					
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. Automotive parts, new and rebuilt, including wheels	20755					
c. Automotive parts, used, including wheels	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, parts and accessories (<i>Report motorcycles on line 1l.</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, 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					

44101061



CONTINUE WITH  ON PAGE 7

CONTINUE ON PAGE 7

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	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
7. All other merchandise (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	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 (Report receipts from the rental of automobiles or trucks on line 8a, and the fair sales value of leased motor vehicles on line 1.)						
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					
e. Labor charges for warranty and extended contract work by this establishment	29947					
f. Labor charges for internal and sublet repair	29966					
g. Parts, paint, and materials installed in repair and charged directly to customers	29949					
h. Parts, paint, and materials installed in repair and charged to insurance companies	29958					
i. Parts, paint, and materials installed in repair and covered by warranty or extended service contract	29971					
j. Parts, paint, and materials sold internally and installed in repair	29973					
k. Commissions received for the sale of credit life insurance and the arrangement of financing	29944					
l. All other nonmerchandise receipts	29974					
m. Sum lines 8a through 8l	29900					
9. TOTAL (Should equal 5 if reporting in dollars.)	29990					1 0 0

23 Not Applicable.

44101079



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

2007			
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 5)?

0988 Yes

0989 No

25 Not Applicable.

26 SPECIAL INQUIRIES

A. SOLD OR 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 2007, regardless
of whether this establishment held them.) 2160

Mark "X"
if None

b. Motor vehicle lease payments received by this establishment 2161

2007			
\$ Bil.	Mil.	Thou.	Dol.

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

2007			
Number			

B. 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.

44101087



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

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.

44101095

