

33					PWS		MONTH		YTD		MONTH		YTD		USED VEHICLE DEPARTMENT
34	CAR/TRUCK GROSS														
35	6200	COST OF SALES ADJ: LIFO		6200					(4510		(
36	F&I NET INCOME (LINE 32)										4520				
37	S	TOTAL VEHICLE			S	USED GROSS % SALES					4530				
38	G				G					4540					
39					% TOTAL USED GROSS			USED VEHICLE SALES EXPENSE							
40	COMM & INCENT.	7000	SALESPERSON		7200					4550					
41		7010	SALES MANAGERS		7210					4560					
42		7400	F&I		7400					4570					
43	7030	PRE-DELIVERY													
44	7040	PRE-DELIVERY ALLOWANCES													
45	7050	FREE SERVICE/MAINT & POLICY			7230					4600					
46	TOTAL VARIABLE EXPENSE										4610				
47	VARIABLE GROSS										4620				
48	S A L A R I E S	7070	SALESPERSONS		7270					4630					
49		7080	SALES MANAGERS		7280					4640					
50		7100	OTHER		7300					4650					
51		7400	F&I		7400					4660					
52	TOTAL ADVERTISING										4670				
53	7120 7121	ADVERTISING REBATES			7320 7321			(4680		(
54	7130	PROMOTION			7330					4700					
55	7140	TRAINING			7340					4710					
56	7150	DEMO EXPENSE			7350					4720					
57	7160 7170	SERVICE LOANERS			7360 7370					4730					
58	7420	F&I OTHER			7470					4740					
59	7180	INTEREST-FLOOR PLAN			7380					4750					
60	7190	FLOOR PLAN ASSISTANCE			7390			(4760		(
61	TOTAL SEMI-FIXED EXPENSES										4770				
62	SELLING GROSS										4780				

USED VEHICLE DEPARTMENT

Ford Motor Company Accounting Manual

Victor M. Corman



Ford Motor Company Accounting Manual:

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