

33					PWS		MONTH		YTD		MONTH		YTD		USED VEHICLE DEPARTMENT			
34	CAR/TRUCK GROSS																	
35	6200	COST OF SALES ADJ: LIFO		6200					(		4507		(					
36	F&I NET INCOME (LINE 32)										4527							
37	S	TOTAL VEHICLE			S	USED GROSS % SALES					4537							
38	G				G						4547							
39					% TOTAL USED GROSS				USED VEHICLE SALES EXPENSE									
40	COMM & INCENT.	7000	SALESPERSON		7200							4557						
41		7010	SALES MANAGERS		7210							4567						
42		7400	F&I		7400							4577						
43	7030	PRE-DELIVERY																
44	7040	PRE-DELIVERY ALLOWANCES																
45	7050	FREE SERVICE/MAINT & POLICY		7250									4587					
46	TOTAL VARIABLE EXPENSE												4597					
47	VARIABLE GROSS												4607					
48	S A L A R I E S	7070	SALESPERSONS		7270									4637				
49		7080	SALES MANAGERS		7280									4647				
50		7300	OTHER		7300									4657				
51		7400	F&I		7400									4667				
52	TOTAL ADVERTISING												4677					
53	7100 7121	ADVERTISING REBATES		7320 7321					(		4697		(					
54	7130	PROMOTION		7330									4707					
55	7140	TRAINING		7340									4717					
56	7150	DEMO EXPENSE		7350									4727					
57	7160 7170	SERVICE LOANERS		7360 7370									4737					
58	7420	F&I OTHER		7470									4747					
59	7180	INTEREST-FLOOR PLAN		7380									4757					
60	7190	FLOOR PLAN ASSISTANCE		7390					(		4767		(					
61	TOTAL SEMI-FIXED EXPENSES												4777					
62	SELLING GROSS												4787					

USED VEHICLE DEPARTMENT

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