

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

Ford Motor Company Accounting Manual

Jicheng Xie



Ford Motor Company Accounting Manual:

Decoding **Ford Motor Company Accounting Manual**: Revealing the Captivating Potential of Verbal Expression

In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Ford Motor Company Accounting Manual**," a mesmerizing literary creation penned by a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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