

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

PT Brinkman



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