

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

A Loxley



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