

LINE NO	DEALER			P & A CODE			OPERATING SUMMARY		
	OPERATING SUMMARY		DOLLARS			UNITS YTD			
			MONTH	YTD		CAR	TRUCK		
1	TOTAL SALES					N		N	
2						U		U	
3	TOTAL GROSS					% TOTAL GROSS			
4						MONTH		YTD	
5	TOTAL SELLING EXPENSE								
6									
7	TOTAL SELLING/ ADJUSTED								
8	SELLING GROSS								
9	TOTAL FIXED EXPENSE								
10									
11	DEALER SALARY								
12									
13	OPERATING PROFIT				D46				
14									
15	LEASED VEHICLE	5300			D47				
16	RENTAL VEHICLE	5200			D48				
17	RECREATIONAL VEHICLE	9000			D49				
18									
19	OTHER INVENTORY INCOME	9050			D51				
20	ADJ. TO INCOME	9100			D52				
21	FORD MOTOR COMPANY PROGRAMS	9430, 9440, 9620			D53				
22	INDEMNITIES NON US	9060	(		D54	(			
23	BONUS	DEALER	9500		D55				
24		EMPLOYEE	9550		D56				
25	PROFIT BEFORE INCOME TAX				D57				
26						PNVS			
27	EST. INCOME TAX	9900			D59		%TOTAL SALES		
28	PROFIT (NON US) SHARING	9910			D60				
29	COMBINED CAPITAL/LEGAL RESERVE (NON US)	9920, 9925			D61				
30	NET PROFIT AFTER TAX				D62				
31							PNVS		
32	TOTAL OVERHEAD EXP								
33	TOTAL P, S, BS GROSS								
34	NET OPERATING COST								
35	TOTAL	VEHICLE GROSS							
36		VAR. SALES EXP.							
37		VARIABLE GROSS							
38	BREAK-EVEN UNITS = N. O. C. / VAR. GROSS + DOC FEES + FOMOCO PROGRAMS PN/UVR					MONTH		YTD	
39									

Ford Dealership Accounting Manual

Ying-Ying Zheng



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