

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

**Christian G. Meyer**



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measured sea level data from 12 tide stations in the Arabian Gulf, to refine predictions of this seasonal variation. SOLAS Current Version (1st January 2014) Page 1. FOR GL INTERNAL USE ONLY. SOLAS. Consolidated Edition, 2014.

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