

## Pre-Class Scavenger Hunt

Directions: Use your financial statement to find the following items. Complete and bring to class with you on Monday morning.

Objective: Completing this form will give you some working knowledge as to where to find accounts on your statement. This will allow you to spend more time learning concepts and less time searching for information.

Some financial statements may have the information combined with another account. Please ask your controller/office manager for specifics or call the Financial Management Instructor.

Item	Page	Line	Dollar Amount
Cash	<u>1</u>	<u>1</u>	<u>\$ 711,082</u>
Contracts in Transit	<u>1</u>	<u>3+4</u>	<u>\$ 665,452</u>
Vehicle Receivable	<u>1</u>	<u>8</u>	<u>\$ 1,605,990</u>
Holdback	<u>1</u>	<u>13</u>	<u>\$ 46,116</u>
Parts, Service, & Body Shop Receivable	<u>1</u>	<u>9</u>	<u>\$ 592,497</u>
New Vehicles Sold YTD	<u>2</u>	<u>2</u>	159 for <u>\$6,581,679</u>
Total Expenses	<u>1</u>	<u>56</u>	<u>\$ 1,796,573</u>
Total Dealership Net Profit	<u>1</u>	<u>59</u>	<u>\$ 337,779</u>
Total Dealership Sales	<u>1</u>	<u>54</u>	<u>\$ 14,523,563</u>
New Vehicle Operating Profit	<u>2</u>	<u>14</u>	<u>\$ -122,799</u>
YTD Pre-Owned Vehicle Retail Sales	<u>2</u>	<u>2</u>	364 for <u>\$6,577,696</u>
YTD Parts Dept. Expense	Fixed: <u>2</u> Selling: <u>6</u>	<u>10</u> <u>59</u>	<u>122,775 + 91,285 = \$214,060</u>
Service Dept. Internal Gross Profit	<u>6</u>	<u>15</u>	<u>\$ 75,474</u>
Cost of Labor	<u>6</u>	<u>41-42</u>	<u>\$ 233,384</u>
Effective Labor Rate	<u>Not shown on Ford Financial Statement</u>		April: <u>\$84.50</u> YTD: <u>\$80.13</u>

Tom Jones Ford, LLLP

Writer Analysis (S/C/Q)

05/09/2019

Writer: Dept. Totals

From: 04/01/2019 To: 04/30/2019

(Report Includes Repair Type(s) S/C/Q )

Repair Orders with Customer Pay .....	860	ELR - \$84 <sup>50</sup> ↑
Customer Pay Hours .....	1225.7	
Average Customer Pay Hours Per R/O .....	1.4	
Customer Pay Labor .....	\$ 103580.78	
Average Customer Pay Labor Per R/O .....	\$ 120.44	\$ Per R/O - \$234 <sup>73</sup> ↑
Customer Pay Labor Gross Profit .....	\$ 74379.28	
Customer Pay Labor Gross Profit % .....	71.81%	
Customer Pay Labor Gross Profit Per R/O ...	\$ 86.49	
Customer Pay Parts .....	\$ 98293.80	CP/\$ - \$201874 <sup>58</sup> ↑
Customer Pay Parts Gross Profit .....	\$ 38935.24	
Customer Pay Parts Gross Profit % .....	39.61%	
Customer Pay G/O/G .....	\$ .00	
Customer Pay Sublet .....	\$ 3307.30	
Repair Orders with Internals .....	215	
Internal Hours .....	422.2	ELR - \$57 <sup>83</sup> ↑
Average Internal Hours Per R/O .....	2.0	
Internal Labor .....	\$ 24419.88	
Average Internal Labor Per R/O .....	\$ 113.58	
Internal Labor Gross Profit .....	\$ 16240.68	
Internal Labor Gross Profit % .....	66.51%	
Internal Labor Gross Profit Per R/O .....	\$ 75.54	
Internal Parts .....	\$ 21494.39	
Internal Parts Gross Profit .....	\$ 5866.79	
Internal Parts Gross Profit % .....	27.29%	
Internal G/O/G .....	\$ .00	
Internal Sublet .....	\$ 5301.51	
Repair Orders with Warranty Claims .....	262	
Warranty Claim Hours .....	412.8	
Average Warranty Claim Hours Per R/O .....	1.6	
Warranty Claim Labor .....	\$ 41777.58	
Average Warranty Claim Labor Per R/O .....	\$ 159.46	
Warranty Labor Gross Profit .....	\$ 31049.48	
Warranty Labor Gross Profit % .....	74.32%	
Warranty Labor Gross Profit Per R/O .....	\$ 118.51	
Warranty Claim Parts .....	\$ 63317.88	
Warranty Parts Gross Profit .....	\$ 23762.18	
Warranty Parts Gross Profit % .....	37.53%	
Warranty Claim G/O/G .....	\$ .00	
Warranty Claim Sublet .....	\$ 2531.52	
G/O/G Sales .....	\$ .00	
Sublet Sales .....	\$ 11140.33	

Tom Jones Ford, LLLP

Writer Analysis (S/C/Q)

05/09/2019

Writer: Dept. Totals

From: 01/01/2019 To: 04/30/2019

(Report Includes Repair Type(s) S/C/Q )

Repair Orders with Customer Pay .....	3195	ELR - \$80 <sup>13</sup> ↑
Customer Pay Hours .....	4349.8	
Average Customer Pay Hours Per R/O .....	1.4	\$ Per Ro = \$221 <sup>21</sup> ↑
Customer Pay Labor .....	\$ 348862.75	
Average Customer Pay Labor Per R/O .....	\$ 109.19	
Customer Pay Labor Gross Profit .....	\$ 245398.55	
Customer Pay Labor Gross Profit % .....	70.34%	SP/# - \$706797 <sup>84</sup> ↑
Customer Pay Labor Gross Profit Per R/O ...	\$ 76.81	
Customer Pay Parts .....	\$ 357935.09	
Customer Pay Parts Gross Profit .....	\$ 142389.52	
Customer Pay Parts Gross Profit % .....	39.78%	
Customer Pay G/O/G .....	\$ .00	
Customer Pay Sublet .....	\$ 16111.15	
Repair Orders with Internals .....	939	
Internal Hours .....	1562.0	ELR - \$59 <sup>06</sup> ↑
Average Internal Hours Per R/O .....	1.7	
Internal Labor .....	\$ 92259.59	
Average Internal Labor Per R/O .....	\$ 98.25	
Internal Labor Gross Profit .....	\$ 62068.04	
Internal Labor Gross Profit % .....	67.28%	
Internal Labor Gross Profit Per R/O .....	\$ 66.10	
Internal Parts .....	\$ 82142.80	
Internal Parts Gross Profit .....	\$ 24218.14	
Internal Parts Gross Profit % .....	29.48%	
Internal G/O/G .....	\$ .00	
Internal Sublet .....	\$ 20267.95	
Repair Orders with Warranty Claims .....	1108	
Warranty Claim Hours .....	1817.1	
Average Warranty Claim Hours Per R/O .....	1.6	
Warranty Claim Labor .....	\$ 185047.33	
Average Warranty Claim Labor Per R/O .....	\$ 167.01	
Warranty Labor Gross Profit .....	\$ 138656.53	
Warranty Labor Gross Profit % .....	74.93%	
Warranty Labor Gross Profit Per R/O .....	\$ 125.14	
Warranty Claim Parts .....	\$ 202254.57	
Warranty Parts Gross Profit .....	\$ 77608.89	
Warranty Parts Gross Profit % .....	38.37%	
Warranty Claim G/O/G .....	\$ .00	
Warranty Claim Sublet .....	\$ 14793.83	
G/O/G Sales .....	\$ .00	
Sublet Sales .....	\$ 51172.93	