

P & A Code	20363	DEALER	TOM JONES FORD LLLP	SALES CODE
Period Of	4	ADDRESS	24600 W YUMA RD	
Month Ended	APRIL, 2019	CITY STATE / PROVINCE ZIP / POSTAL CODE	BUCKEYE, AZ 85326	711432

ASSETS				BALANCE SHEET				LIABILITIES				
1	CASH	On Hand, In Bank	1000 1010	711082	0001	New Vehicles & Demos	2000 - 2005	6926740	0001			
2		Money Market / Deposit	1015	0	0002	Used Vehicles - Non CPO	2010	143804	0002			
3	FINANCE CONTRACTS	New	1020	174122	0003	CPO Vehicles (Franchise Only)	2017	0	0003			
4		Used	1030	491330	0004	Remarketed Vehicles	2016	0	0004			
5	Marketable Securities		1040	0	0005	Recreation Vehicles	2020	0	0005			
6	NOTES RECEIVABLE	Notes Receivable	0	1100	0006	Other Short Term	2030	557031	0006			
7		Discounted Notes Receivable (NON US)	0	0	0007	Long Term Current Portion	2040	0	0007			
8		Vehicle	468027	1110 1125	1605990	0008	Overdraft/lines of Credit (Line of Credit Limit)	2055	0	0008		
9		Parts Service Body	40312	1120	592497	0009	Accounts Payable	2100 - 2140, 2162, 2163	330194	0009		
10	ACCOUNTS RECEIVABLE	Other	0	1130 - 1132, 1135	0010	Accounts Payable - Customer Sales Tax	2150	180296	0010			
11		Income Tax Refund	0	1139	0	0011	Income Taxes	2200 2205	0	0011		
12	FORD VEHICLE LEASES	W & P Claims	1140 1160	20034	0012	CUSTOMER Deposits	2300	39280	0012			
13		Vehicle Holdback	1160	46116	0013	Accommodations SVC, Contracts / Rep Refund	2310 - 2320	222368	0013			
14		Incentives	1170	128220	0014	Taxes	2400 2402	55229	0014			
15		Lincoln Support	0	1174, 1175, 1177	0	0015	Payroll & Bonuses	2410 2415	-26941	0015		
16		Jobber Incentives/Esp/Floor Plan Assistance/Other	1180 1200	5617	0016	ACCRUED Profit Sharing (Non US)	2450	0	0016			
17	Finance Receivables Current		1280	51000	0017	Other	2420 2423	67698	0017			
18	Allowance Doubtful Receivables		1290 1291	0	0018	Deferred Interest Income (Curr Port Non US)	2460 2464	0	0018			
19	NEW CARS	61	0	0	0019	TOTAL CURRENT LIABILITIES		8495699	0019			
20		189	0	0	0	0220 New	2178268	VEHICLE EQUITY	0221 Used	3319826		
21	NEW TRUCKS	0	0	0	0021	Net Cash	4945260	NET CASH				
22		50	8	0	0	0022	Average Month Total Expenses	449143				
23	USED CARS	128	9	0	0023	Net Cash Over (Under)	4496117					
24		0	0	0	0	0024	Mortgages Payable	2500	0			
25	USED TRUCKS	0	0	0	0025	Officers & Owners	2510	0				
26		0	0	0	0	0026	Ford	2515	0			
27	REMARKETED VEHICLES	0	0	0	0027	Other	2520	1329935				
28		0	0	0	0	0028	Leased Vehicles	2530	0			
29	Parts Inv.		225585	1400 1405	0	1410 1406	225585	0029	2540	0		
30	Allowance Parts Inventory Adjustment		0	1430 - 1432, 1435	0	1435	10461	0030	2540	0		
31	Other Inventories		0	1440 - 1460	21	1440	21	0031	2600	0		
32	LIFO Inventory Reserve		1958901	1470	498682	1480	498682	0032	2700 2710	129119		
33	Prepaid Expenses		50264	1490	50264	1490	50264	0033	TOTAL LIABILITIES 9954753			
34	TOTAL CURRENT ASSETS		15981921	1590 - 1560	189977	1590	189977	0034	NET WORTH			
35	Leased Vehicles Net		0	1610 - 1640	0	1610	0	0035	2800 - 2802	0		
36	Rental Vehicles Net		34997	1650 1660	34997	1650	34997	0036	2805	0		
37	Land & Improvements Net		0	1700 - 1705	0	1700	0	0037	2810	0		
38	Buildings	Cost	1710	1710	0	1710	0	0038	2803	0		
39		Depreciation	0	0	0	0	0	0	0039	2870	0	
40	Equipment	Cost	1160483	1720 - 1722	1160483	1720	1160483	0040	2870	0		
41		Depreciation	634242	1725 - 1727	634242	1725	634242	0041	2820	( 0 )		
42	Leaseholds	Cost	204484	1730	204484	1730	204484	0042	2830	7042722		
43		Amortized	44329	1735	44329	1735	44329	0043	2840	( 0 )		
44	Finance Receivables Deferred Net		1800 1805	1000	1000	1800	1000	0044	NET INVESTMENT 7042722			
45	Receivables Officers & Employees		1810	0	0	1810	0	0045	2860	337779		
46	Cash Value Life Insurance		1820	0	0	1820	0	0046	NET WORTH 7380501			
47	Other Assets Net		1830 - 1837	630937	630937	1830	630937	0047	TOTAL LIABILITIES & NET WORTH 17335254			
48	TOTAL ASSETS		17335251	17335251	17335251	17335251	17335251	0048				
49	FROZEN CAPITAL (negative amount = no frozen capital for dealership)	Used Vehicle Inventory	1011426	1011426	1011426	1011426	1011426	0049				
50		Parts Inventory	11282	11282	11282	11282	11282	0050				
51		PSB Receivables	468498	468498	468498	468498	468498	0051				
52	OPERATING ANALYSIS				MONTH	YTD	MONTH	YTD				
53	TOTAL	Sales	4178937	14523563	% TOTAL SALES							
54		Gross	485785	1827002	116	126						
55		Expense	469816	1796573	112	124						
56		Operating Profit	15969	30429	4	2						
57	Addit. & Deduct. To Income-Bonuses		81399	307350	19	21						
58	PROFIT BEFORE INCOME TAX		97368	337779	23	23						

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LINE NO	DEALER TOM JONES FORD LLLP				P & A CODE 20363		SALES CODE 711432		MONTH APRIL, 2019						
	OPERATING SUMMARY														
OPERATING SUMMARY	DOLLARS				UNITS YTD		DEPARTMENTAL OPERATING SUMMARY								
	MONTH	YTD			CAR	TRK	NEW	USED	PARTS*	SERVICE*	BODY*				
1	TOTAL SALES				N 23	N 136	M 2044521	M 1729275	M 222740	M 182401	M 0				
2		4178937	14523563		U 106	U 258	Y 6581679	Y 6577696	Y 727104	Y 637084	Y 0				
3	TOTAL GROSS				% TOTAL GROSS		M 93388	M 195236	M 79871	M 117290	M 0				
4		485785	1827002		MONTH	YTD	Y 407420	Y 747271	Y 268611	Y 403700	Y 0				
5	TOTAL SELLING EXPENSE						M 81092	M 115442	M 25880	M 67289	M 0				
6		289703	1102485				Y 321994	Y 448798	Y 91285	Y 240408	Y 0				
7	TOTAL SELLING ADJUSTED SELLING GROSS						M 12296	M 79794	M 33120	M 70872	M 0				
8		196082	724517				Y 85426	Y 298473	Y 107563	Y 233055	Y 0				
9	TOTAL FIXED EXPENSE						M 53134	M 35424	M 31882	M 56674	M 0				
10		177113	682088				Y 204625	Y 136418	Y 122775	Y 218270	Y 0				
11	DEALER SALARY						M 900	M 600	M 540	M 960	M 0				
12		3000	12000				Y 3600	Y 2400	Y 2160	Y 3840	Y 0				
13	OPERATING PROFIT						M -41738	M 43770	M 698	M 13238	M 0				
14		15969	30429				Y -122799	Y 159655	Y -17372	Y 10945	Y 0				
15	Leased Vehicle	6300													
16	Rental Vehicle	8200													
17	Recreational Vehicle	9000													
18															
19	Other Inventory Income	9650													
20	Adj. To Income	9100,9150, 9200, 9250,9300, 9350, 9400, 9450, 9600													
21	Ford Motor Company Support	9430, 9440, 9620													
22	Indemnities (Non US)	9060													
23	BONUS Dealer	9500													
24	Employee	9550													
25	PROFIT BEFORE INCOME TAX														
26		97368	337779												
27	Est. Income Tax	9900													
28	Profit Sharing (Non US)	9910													
29	Comb. Capital / Legal Reserve (Non US)	9920 9925													
30	NET PROFIT AFTER TAX														
31		97368	337779												
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	BREAKEVEN UNITS:														
39	N.O.C. Divided by VAR. GROSS + DOC FEES + FOMOCO SUPPORT PNI/UVR														
40	BREAKEVEN SALES & PERCENTAGE														
41	NEW	USED	PARTS	SERVICE/BODY	TOTAL										
42	253	320													
43	1224094	810653	-269258	927897	12169938										
44	537.7	811.4	-270.0	68.7	119.3										
45	OPERATING TREND ANALYSIS	NEW UNITS		USED UNITS RETAIL		Selling / Adjusted * Selling Gross (000)					Fixed Exp. (000)	Opt PFT (000)	PFT BIT (000)	Net PFT PNVS	
46		Car	Truck	Car	Truck	Total Car / Trk (Incl. Whsl)	New	Used	Parts *	Service *	Body Shop *				
47	January	4	28	18	42	130	49	58	21	51	0	175	0	84	2639
48	February	3	34	20	43	131	11	71	24	48	0	162	-10	54	1460
49	March	11	32	18	52	125	13	90	30	63	0	168	25	102	2371
50	April	5	42	18	52	137	12	80	33	71	0	177	16	97	2072
51	May	0	0	0	0	0	0	0	0	0	0	0	0	0	0
52	June	0	0	0	0	0	0	0	0	0	0	0	0	0	0
53	July	0	0	0	0	0	0	0	0	0	0	0	0	0	0
54	August	0	0	0	0	0	0	0	0	0	0	0	0	0	0
55	September	0	0	0	0	0	0	0	0	0	0	0	0	0	0
56	October	0	0	0	0	0	0	0	0	0	0	0	0	0	0
57	November	0	0	0	0	0	0	0	0	0	0	0	0	0	0
58	December	0	0	0	0	0	0	0	0	0	0	0	0	0	0
59	Current YTD	23	136	74	189	523	85	298	108	233	0	682	30	338	2124
60	Prior YTD	42	104	99	223	556	149	396	92	199	0	665	159	492	3373

ADDITIONS	MONTH		YTD
Cash Disc. Earned	9100	0	0
Interest Income	9160	5619	22342
Dividend Income	9200	0	0
Sales Fixed Assets	9250	0	0
Other Income	9300, 9350	20217	85264
Documentation Fees	9370	42069	146041
DEDUCTIONS			
Cash Discount	9400	0	0
Other	9450, 9000	0	0
TOTAL (LINE 20)		67905	253647

FORD MOTOR COMPANY SUPPORT			
Lincoln Support	9430	0	0
Ford Support	9440	13494	53703
Customer Satisfaction Recognition (FoC)	9620	0	0
Total Ford Motor Company Support (Line 21)		13494	53703

NON US DEALER ADJUSTMENTS (MEMO)			
EXCHANGE RATE ADJUSTMENT	9360		1443
MONETARY ADJUSTMENT	9600		1644
TOTAL PAYROLL		325565	1338264

SERVICE ABSORPTION			
Service Absorption: The Sum of Total Parts, Service & Body Shop			
Gross Profits DIVIDED BY the Sum of Total Fixed Expense + Dealer Salary + Parts:			
Service & Body Shop Sales Expense.	MONTH	YTD	
(Benchmark is 85 % - 100%)	72.1	65.5	

LINE NO	MONTH				YEAR TO DATE								
	SALES	GROSS	UNITS	GR PVS	NEW CARS	UNITS	GR PVS	SALES	GROSS				
1	26740	97	1	97	Taurus	3022 3024	2104	2	573	2106	71061	2107	1145
2	0	0	0	0	Mustang	3040 3041	2034	3	-29	2036	90901	2037	-86
3	18226	42	1	42	Focus	3035 3036	2004	3	-185	2006	58893	2007	-555
4	0	0	0	0	Focus Electric	3034 3035	2434	0	0	2436	0	2437	0
5	0	0	0	0	Focus Active	3188 3189	2014	0	0	2016	0	2017	0
6	18226	42	1	42	MEMO: TOTAL FOCUS RETAIL CARS		2014	3	-185	2016	58893	2017	-555
7	15879	186	1	186	Fiesta	3110 3111	2004	8	-690	2006	136773	2007	-5517
8	49856	-424	2	-212	Fusion	3027 3028	2154	6	-43	2156	143220	2157	-259
9	0	0	0	0	Fusion Hybrid	3018 3019	2134	0	0	2136	0	2137	0
10	0	0	0	0	Fusion Energi	3134 3135	2404	0	0	2406	0	2407	0
11	49856	-424	2	-212	MEMO: TOTAL FUSION RETAIL CARS		2004	6	-43	2006	143220	2007	-259
12	0	0	0	0	C-Max Energi	3086 3089	2014	0	0	2016	0	2017	-90
13	0	0	0	0	C-Max Hybrid	3092 3093	2004	1	337	2006	22384	2007	337
14	0	0	0	0	MEMO: TOTAL C-MAX RETAIL CARS		2004	1	247	2006	22384	2007	247
15	0	0	0	0	Ford GT	3037 3038	2114	0	0	2116	0	2117	0
16	0	0	0	0	TBD FORD Car # 2	3032 3033	2164	0	0	2166	0	2167	0
17	0	0	0	0	FIGO (MEXICO ONLY)	3184 3185	2024	0	0	2026	0	2027	0
18	0	0	0	0	Ford Discontinued Model Cars	3045 3046	2124	0	0	2126	0	2127	0
19	110701	-99	5	-20	TOTAL FORD RETAIL CARS		2004	23	-218	2006	523232	2007	-5025
20	0	0	0	0	Lincoln MKZ	3222 3223	2284	0	0	2286	0	2287	0
21	0	0	0	0	Lincoln MKZ Hybrid	3208 3209	2234	0	0	2236	0	2237	0
22	0	0	0	0	MEMO: TOTAL LINCOLN MKZ RETAIL CARS		2004	0	0	2006	0	2007	0
23	0	0	0	0	Lincoln Continental	3388 3391	2744	0	0	2746	0	2747	0
24	0	0	0	0	TBD Lincoln Car # 2	3290 3291	2404	0	0	2406	0	2407	0
25	0	0	0	0	Lincoln Discontinued Model Cars	3242 3243	2294	0	0	2296	0	2297	0
26	0	0	0	0	TOTAL LINCOLN RETAIL CARS		2304	0	0	2306	0	2307	0
27	0	0	0	0	Non FoMoCo Cars	3340 3341	2894	0	0	2896	0	2897	0
28	110701	-99	5	-20	TOTAL RETAIL CARS		2004	23	-218	2006	523232	2007	-5025
29	0	0	0	0	Ford Motor Co, Fleet Car	3360	2914	0	0	2916	0	2917	0
30	0	0	0	0	Non FoMoCo Fleet Car	3370	2924	0	0	2926	0	2927	0
31	0	0	0	0	TOTAL FLEET CAR		2934	0	0	2936	0	2937	0
32	0	0	0	0	Car Incentives	4300						2947	0
33	110701	-99	5	-20	TOTAL NEW CAR		2904	23	-218	2906	523232	2907	-5025
34	0	0	0	0	MEMO: TOTAL FOMOCO HYBRID CARS		2964	1	337	2966	22384	2967	337
35	0	0	0	0	MEMO: TOTAL FOMOCO ELECTRIC CARS		2974	0	0	2976	0	2977	0
36	0	0	0	0	MEMO: TOTAL FOMOCO ENERGI CARS		2984	0	0	2986	0	2987	-90
37	0	0	0	0	MEMO: TOTAL FOMOCO ALTERNATE ENERGY CARS		2994	1	247	2996	22384	2997	247

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N E W F O R D P A G E 3 C A - 2 0 1 9 M E N T

MONTH				YEAR TO DATE									
SALES	GROSS	UNITS	GR PVS	NEW RETAIL TRUCKS				UNITS	GR PVS	SALES	GROSS		
1	74810	-36	2	-18	Edge	3475 3476	3044	8	-5	3048	3047	271790	-36
2	87181	481	3	160	Escape	3450 3451	3001	14	1004	3006	3007	375347	14059
3	106226	3548	3	1183	Explorer	3410 3411	3014	14	1269	3018	3017	551280	17768
4	441556	-811	7	-116	Expedition	3400 3401	3024	9	115	3026	3027	578281	1039
5	0	0	0	0	Econoline / Club Wagon	3420 3421	3034	0	0	3036	3037	0	0
6	148650	6076	4	1519	Ranger	3422 3423	3034	5	1489	3036	3037	192428	7444
7	378952	4098	8	512	F150 (Under 8500# GVW)	3780 3781	3074	42	1433	3076	3077	2063820	60172
8	312331	-3884	6	-647	F-Super Duty (F250-350 Over 8500# GVW)	3790 3791	3084	21	1186	3088	3087	1242709	24916
9	110379	3159	3	1053	Transit Connect	3597 3598	3114	13	850	3116	3117	374379	11050
10	0	0	0	0	Transit (Van)	3550 3551	3104	0	0	3106	3107	0	0
11	31309	-3831	1	-3831	Flex	3484 3485	3174	1	-3831	3176	3177	31309	-3831
12	0	0	0	0	Ecosport	3564 3565	3104	1	149	3106	3107	22456	149
13	0	0	0	0	TBD Ford Truck # 1	3556 3557	3084	0	0	3086	3087	0	0
14	0	0	0	0	Ford Discontinued Model Trucks	3570 3571	3124	0	0	3126	3127	0	0
15	1691394	8800	37	238	TOTAL FORD LIGHT TRUCKS RETAIL		3204	128	1037	3206	3207	5703799	132730
16	0	0	0	0	Lincoln MKT	3512 3513	3374	0	0	3376	3377	0	0
17	0	0	0	0	Lincoln Navigator	3590 3591	3234	0	0	3236	3237	0	0
18	0	0	0	0	Lincoln Nautilus	3566 3567	3444	0	0	3446	3447	0	0
19	0	0	0	0	Lincoln Aviator	3582 3583	3054	0	0	3056	3057	0	0
20	0	0	0	0	Lincoln MKC	3592 3593	3304	0	0	3306	3307	0	0
21	0	0	0	0	TBD Lincoln Truck # 2	3584 3585	3324	0	0	3326	3327	0	0
22	0	0	0	0	TBD Lincoln Truck # 3	3562 3563	3344	0	0	3346	3347	0	0
23	0	0	0	0	Lincoln Discontinued Model Truck	3586 3587	3264	0	0	3266	3267	0	0
24	0	0	0	0	TOTAL LINCOLN SUV RETAIL		3274	0	0	3276	3277	0	0
25	0	0	0	0	Non FoMoCo Light Truck	3460 3461	3494	0	0	3496	3497	0	0
26	1691394	8800	37	238	TOTAL LIGHT TRUCK RETAIL		3354	128	1037	3356	3357	5703799	132730
27	0	0	0	0	F - Super Duty (F450-550 Over 8500# GVW)	3740 3741	3364	0	0	3366	3367	0	0
28	0	0	0	0	F - Super Duty (F650-750)	3500 3501	3074	0	0	3076	3077	0	0
29	0	0	0	0	TOTAL FORD COMMERCIAL RETAIL TRUCKS		3084	0	0	3086	3087	0	0
30	0	0	0	0	Non FoMoCo Class 4-7-8	3600 3601	3094	0	0	3096	3097	0	0
31	0	0	0	0	TOTAL COMMERCIAL / OTHER RETAIL TRUCKS		3004	0	0	3006	3007	0	0
32	1691394	8800	37	238	TOTAL RETAIL TRUCKS		3084	128	1037	3086	3087	5703799	132730
33	242426	9970	5	1994	FoMoCo Fleet Light Trucks	3470	3024	8	1617	3026	3027	354648	12933
34	0	0	0	0	Non FoMoCo Fleet Light Trucks	3516	3414	0	0	3416	3417	0	0
35	242426	9970	5	1994	TOTAL FLEET LIGHT TRUCK		3074	8	1617	3076	3077	354648	12933
36	0	0	0	0	F - Super Duty (F450-550 Over 8500# GVW) Fleet	3606	3034	0	0	3036	3037	0	0
37	0	0	0	0	F - Super Duty (F650-750) Fleet	3746	3044	0	0	3748	3749	0	0
38	0	0	0	0	TOTAL FORD COMMERCIAL FLEET TRUCKS		3764	0	0	3766	3767	0	0
39	0	0	0	0	Non FoMoCo Class 4-7-8 Fleet	3610	3704	0	0	3706	3707	0	0
40	0	0	0	0	TOTAL COMMERCIAL/OTHER FLEET TRUCKS		3774	0	0	3776	3777	0	0
41	242426	9970	5	1994	TOTAL FLEET TRUCKS		3784	8	1617	3786	3787	354648	12933
42	0	0	0	0	Truck Incentives	4620					3617	10500	
43	1933820	18770	42	447	TOTAL NEW TRUCK		3624	136	1148	3626	3627	6058447	156163
44	7092				DLR TRANS Units YTD	3630	4640	19			3637	20065	
45	2044521	25763	47	548	TOTAL NEW VEHICLES		3704	159	1077	3706	3707	6581679	171203
46	0	0	0	0	MEMO: NEW INTERNET SALES		3714	0	0	3716	3717	0	0

RETAIL LEASE ACTIVITY	CAR			TRUCK			NON FoMoCo			TOTAL		
	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL
59 NEW MONTH	0	0	0	0	0	0	0	0	0	0	0	0
60 NEW Y-T-D	3620	3621	0	3623	3624	687	3626	3627	0	3629	3630	687
61 USED MONTH	0	0	0	0	0	0	0	0	0	0	0	0
62 USED Y-T-D	3560	3561	0	3563	3564	0	3566	3567	0	3569	3570	0

N E W S I - F O R D I C L P A G E 3 T P - A 2 0 1 9 M E N T

DEALER		TOM JONES FORD LLLP			P & A CODE		20363		SALES CODE		711432		MONTH		APRIL, 2019			
SALES		GROSS		UNITS	GR PVS	USED VEHICLE DEPARTMENT				UNITS	GR PVS	SALES		GROSS				
1	239527	17548	18	975	Used Cars Retail (Non CPO) 3700, 3715, 3720, 3730				74	965	983526		71406					
2	0	0	0	0	Remarketed Cars Retail 3800, 3815				0	0	0		0					
3	0	0	0	0	Used CPO Cars (Franchise Only) 3830, 3835				0	0	0		0					
4	239527	17548	18	975	TOTAL USED CARS RETAIL				74	965	983526		71406					
5	1171608	76181	52	1465	Used Light Trucks Retail (Non CPO) 3750, 3765, 3770, 3767				189	1674	4291414		316414					
6	0	0	0	0	Used Med. / Hvy. Trk. Retail 3860, 3865, 3870, 3875				0	0	0		0					
7	0	0	0	0	Remarketed Trucks Retail 3950, 3965				0	0	0		0					
8	0	0	0	0	Used CPO Trucks (Franchise Only) 3970, 3975				0	0	0		0					
9	1171608	76181	52	1465	TOTAL USED TRUCKS RETAIL				189	1674	4291414		316414					
10		0			Used Car / Trk. Incentives 4890						0		0					
11	1411135	93729	70	1339	TOTAL USED RETAIL				263	1475	5274940		387820					
12	88323	2489	7	356	Used Cars Wholesale 3710				32	-54	346400		-1738					
13	0	0	0	0	Remarketed Cars Wholesale 3805				0	0	0		0					
14	229817	-1746	13	-134	Used Trucks Wholesale 3760				69	-135	956356		-9294					
15	0	0	0	0	Remarketed Trucks Wholesale 3955				0	0	0		0					
16		0			Used Veh. Inventory Adjustment 4702, 4752, 4880						0		0					
17	318140	743	20	37	TOTAL USED WHOLESale				101	-109	1302756		-11032					
18	1729275	94472	90	1050	TOTAL USED VEHICLES				364	1035	6577696		376788					
19	UNITS		COST		COST PER UNIT		C A R		T R K		UNITS		COST		COST PER UNIT			
20	18	67	10238	41442	569	619	RECONDITIONING ANALYSIS		46	152	27806	111496	604	734				
21	INCOME		UNITS		%PEN		PVR		F & I DEPARTMENT		UNITS		%PEN		PVR		INCOME	
22	20435	85111	26	102	67.5	487	564	5000 Finance Contracts	51	173	65.8	508	445	35581	117145			
23	1442	7907				34	52	6010 Fin. Inc. Adj.				61	37	4287	9664			
24	0	0	0	0	0.0	0	0	5020 Insurance Contracts	0	0	0.0	0	0	0	0			
25	7164	25588	17	56	37.1	171	169	5090 GAP Insurance	45	142	54.0	268	230	18751	60604			
26	115	4652				3	31	5030 Insur. Adj.				59	37	4135	9723			
27	27802	93347	24	76	50.3	662	618	5040 5140 Ext. Service Contr.	46	164	62.4	637	630	44566	165800			
28	3501	15767				83	104	5050 5150 Ext. Serv. Contr. Ref.				129	88	9050	23241			
29	17282	60497				411	401	5060,6060 5160,6160 Other Merchandise				276	264	19338	69562			
30	0	0				0	0	6070,6080 6170,6180 Repo Loss Net				0	0	0	0			
31	67625	236217				1610	1564	F & I NET INCOME				1439	1409	100764	370483			
32	MONTH		YTD		P N V S		MONTH		YTD		MONTH		YTD					
33	25763	171203	548	1077	Car / Truck Gross				1050	1035	94472	376788						
34	( 0 )	( 0 )	0	0	Cost of Sales Adj. LIFO				0	0	( 0 )	( 0 )						
35	67625	236217	1610	1564	F & I Net Income (Line 32)				1439	1409	100764	370483						
36	2044521	6581679	NEW GROSS % SALES		S		USED GROSS % SALES		S		1729275	6577696						
37	93388	407420	4.6	6.2	TOTAL VEHICLE				11.3	11.4	195236	747271						
38	NEW VEHICLE SALES EXPENSE		% TOTAL NEW GROSS		% TOTAL USED GROSS		USED VEHICLE SALES EXPENSE											
39	14686	53500	15.7	13.1	7000 Salesperson	7200	15.7	15.9	30680	118880								
40	6492	28822	7.0	7.1	7010 Comm. & Incent.	7210	7.9	8.1	15411	60526								
41	8200	29923	8.8	7.3	7410	7480	5.7	5.6	11200	42025								
42	2981	16978	3.2	4.2	7030													
43	( 3697 )	( 16491 )	4.0	4.0	7040													
44	4629	9990	5.0	2.5	7050	7230	0.1	-0.3	155	-2606								
45	33291	122722	35.6	30.1	TOTAL VARIABLE EXPENSE				29.4	29.3	57446	218825						
46	60097	284698	64.4	69.9	VARIABLE GROSS				70.6	70.7	137790	528446						
47	750	2279	0.8	0.6	7070	7270	0.4	0.3	750	2279								
48	9650	34632	10.3	8.5	7080	7280	5.3	5.5	10359	41219								
49	9678	39326	10.4	9.7	7100	7300	5.0	5.3	9678	39326								
50	1500	6000	1.6	1.5	7400	7450	0.8	0.8	1500	6000								
51	16336	68105	17.5	16.7	7110	7310	11.1	11.8	21683	88482								
52	( 21341 )	( 70267 )	22.9	17.2	7120	7320	0.0	0.0	( 0 )	( 0 )								
53	16863	53838	18.1	13.2	7130	7330	5.3	5.3	10298	39398								
54	1466	3575	1.6	0.9	7140	7340	0.5	0.3	998	2222								
55	1400	5200	1.5	1.3	7150	7350	0.2	0.3	475	2017								
56	0	0	0.0	0.0	7160	7360	0.0	0.0	0	0								
57	2255	9031	2.4	2.2	7170	7370	1.2	1.2	2255	9030								
58	28696	130361	30.7	32.0	7180	7380	0.0	0.0	0	0								
59	( 19452 )	( 82808 )	20.8	20.3	7190	7390	0.0	0.0	( 0 )	( 0 )								
60	47801	199272	51.2	48.9	TOTAL SEMI - FIXED EXPENSES				29.7	30.8	57996	229973						
61	12296	85426	13.2	21.0	SELLING GROSS				40.9	39.9	79794	298473						

DEALER		TOM JONES FORD LLLP				P & A CODE		20363		SALES CODE		711432		MONTH		APRIL, 2019									
PARTS		DEPARTMENT				SERVICE		DEPARTMENT				BODY SHOP		DEPARTMENT											
MONTH	YTD	MON	YTD	GROSS % SALES		MONTH	YTD	MON	YTD	GROSS % SALES		MONTH	YTD	MON	YTD	GROSS % SALES									
1	7824	5378	10756	5400 Wholesale *		LABOR RATES												Sales Per RO							
2	770	5371	1445	5401 Wholesale / Job Incentive		RO Analysis												TRAFFIC RO Count							
3	0	5372	0	5410 TOTAL WHOLESALE		Repair												Parts							
4	770	5373	1445	9.8	13.4	Body												Labor							
5	24859	5374	91240	5420 COUNTER RETAIL		W & P												Internal							
6	5503	5375	21033	22.1	23.1	Internal												Repair Shop							
7	104802	5376	351284	5430 Repair Shop		Repair Shop												Body Shop							
8	41741	5377	139525	39.8	39.7	W & P Claims Service												W & P Claims Service							
9	0	5378	0	5440 ESP Repair Shop		W & P Claims Body												W & P Claims Body							
10	0	5379	0	0.0	0.0	ESP Repair Shop												ESP Repair Shop							
11	0	5380	0	5450 Job Incentive		Internal												Internal							
12	59145	5381	193244	5460 Warrantly & Policy Claims (Service)		Internal												Internal							
13	20868	5382	70095	35.3	36.3	Internal												Internal							
14	26110	5383	80580	5470 Internal Service		Internal												Internal							
15	7356	5384	23107	28.2	28.7	Internal												Internal							
16		5385		5480 Unapplied Time		Internal												Internal							
17	0	5386	0	5485 Sublet Repairs		Internal												Internal							
18	0	5387	0	0.0	0.0	Internal												Internal							
19	0	5388	0	5490 Other Merchandise		Internal												Internal							
20	0	5389	0	0.0	0.0	Internal												Internal							
21	0	5390	0	5431 PARTS SALES SERVICE-OTHER FRANCHISE		Internal												Internal							
22	0	5391	0	0.0	0.0	Internal												Internal							
23	190057	5392	625108	5460 TOTAL PARTS SALES - SERV.		NON FOMOCO DUALS ONLY												MEMO OTHER FRAN PARTS DEPT							
24	69965	5393	232727	36.8	37.2	MEMO: Other Fran Parts Purchases												Wholesale							
25	0	5394	0	5500 Body Shop (Metal)		MONTH												YTD							
26	0	5395	0	0.0	0.0	RO Analysis												TRAFFIC Count							
27	0	5396	0	5510 Body Shop (Paint)		Service Other Fran												Body R.O. Other Fran							
28	0	5397	0	0.0	0.0	SALES PER RO												Parts							
29	0	5398	0	5520 Warrantly & Policy Claims (Body Shop)		Parts												Labor							
30	0	5399	0	0.0	0.0	Parts												Labor							
31	0	5400	0	5530 Internal (Body Shop)		Parts												Labor							
32	0	5401	0	0.0	0.0	Parts												Labor							
33	0	5402	0	5540 Materials		Parts												Labor							
34	0	5403	0	0.0	0.0	Parts												Labor							
35	0	5404	0	5501 PARTS SALES BODY-OTHER FRANCHISE		Parts												Labor							
36	0	5405	0	0.0	0.0	Parts												Labor							
37	0	5406	0	5510 TOTAL PARTS SALES - BODY		MEMO: PRODUCTIVITY / EFFICIENCY												MEMO: PRODUCTIVITY / EFFICIENCY							
38	0	5407	0	0.0	0.0	MEMO: PRODUCTIVITY / EFFICIENCY												MEMO: PRODUCTIVITY / EFFICIENCY							
39	3633	5408	13406	5520 Discounts Earned		SERVICE TECH.												MO							
40	0	5409	0	5530 Inventory Adj.		YTD												YTD							
41	222740	5410	727104	5540 TOTAL DEPARTMENTS		Available Clocked Hours												0							
42	79871	5411	268611	35.9	36.9	Actual Hours Worked												0							
43	( 0 )	5412	( 0 )	5550 Cost of Sales: LIFO		Flat Rate Hours Sold												0							
44	79871	5413	268611	35.9	36.9	TOTAL												TOTAL							
45	76 PARTS EXPENSE				% PARTS GRS				77 SERV SALES EXPENSE				% SERV GRS				78 BODY SALES EXPENSE				% BODY GRS				
46	6659	5114	25081	8.3	9.3	00 04 Compensation Managers 00 05				8816				33019				7.5				8.2			
47	3000	5115	11924	3.8	4.4	10 02 03 Sal. - Other 10 02				15438				53898				13.2				13.4			
48	5583	5116	20216	7.0	7.5	20 08 25 Comm. & Incent. Other 20				25462				90286				21.7				22.4			
49	4579	5117	16302	5.7	6.1	30 31 35 32 Advertising / Promotion 30 31				9071				31934				7.7				7.9			
50	( )	5118	( )	0.0	0.0	21 Advertising Rebates 21				( )				( )				0.0				0.0			
51	704	5119	1931	0.9	0.7	40 45 Training 40				2478				6868				2.1				1.7			
52	227	5120	953	0.3	0.4	50 55 Policy Adj. 50				923				5420				0.8				1.3			
53	0	5121	0	0.0	0.0	60 61 Serv. Loaner 60 61				215				2897				0.2				0.7			
54	78	5122	1001	0.1	0.4	70 65 Tools & Supplies 70				-2502				-12394				-2.1				-3.1			
55	2231	5123	2594	2.8	1.0	71 75 Freight 71				0				0				0.0				0.0			
56	1939	5124	7764	2.4	2.9	80 81 Eq. & Veh. Maint. 80				6088				21308				5.2				5.3			
57	880	5125	3519	1.1	1.3	85 90 85 Inv. Cntl. & Data Proc 85				0				0				0.0				0.0			
58	0	5126	0	0.0	0.0	90 85 Vacation & Time Off Pay Tech 90				1300				7172				1.1				1.8			
59	25880	5127	91285	32.4	34.0	TOTAL SALES EXPENSE				67289				240408				57.4				59.6			
60	53991	5128	177326	67.6	66.0	SELLING GROSS				50001				163292				42.6				40.4			
61	( 20871 )	5129	( 69763 )	SHOP PARTS GROSS TRANS.		20871				69763				0				0							
62	33120	5130	107563	ADJ. SELLING GROSS		70872				233055				0				0							

A S I F O R D P A G E 5 2 0 1 9

DEALER		P&A CODE				SALES CODE		MONTH		APRIL, 2019				
LINE NO	SELLING / ADJUSTED * SELLING GROSS ALL DEPTS	MONTH	YTD	MON	YTD	NEW	USED	PARTS*	SERVICE*	BODY*	UNAPPLIED			
		196082	6030 724517	40.4	39.7	6120 85426	6150 298473	6180 107563	6210 233055	6240 0				
FIXED EXPENSE		% GROSS				DEPARTMENTAL		FIXED EXPENSE ALLOCATION		- YTD				
1	Sal Gen Mgr	8000, 8005, 8006	9500	38000	2.0	2.1	6121 11400	6151 7600	6181 6840	6211 12160	6241 0	6271 0		
2	Salaries Adm	8020	18347	68645	3.8	3.8	6122 20594	6152 13729	6182 12356	6212 21966	6242 0	6272 0		
3	Employee Benefit	8040, 8041, 8045	15354	63550	3.2	3.5	6123 19065	6153 12710	6183 11439	6213 20336	6243 0	6273 0		
4	Payroll Taxes	8100, 8105, 8106	22504	86995	4.6	4.8	6124 26099	6154 17399	6184 15659	6214 27838	6244 0	6274 0		
5	Pensions	8200, 8205, 8206, 8210	0	0	0.0	0.0	6125 0	6155 0	6185 0	6215 0	6245 0	6275 0		
6	Inst'l, Adv. & Promo	8220 8240	279	468	0.1	0.0	6126 140	6156 94	6186 84	6216 150	6246 0	6276 0		
7	Rent & Equivalent*	8300, 8310, 8320, 8330, 8340, 8350, 8360, 8370, 8380, 8390, 8400, 8410, 8420, 8430, 8440, 8450, 8460, 8470, 8480, 8490, 8500, 8510, 8520, 8530, 8540, 8550, 8560, 8570, 8580, 8590, 8600, 8610, 8620, 8630, 8640, 8650, 8660, 8670, 8680, 8690, 8700, 8710, 8720, 8730, 8740, 8750, 8760, 8770, 8780, 8790, 8800, 8810, 8820, 8830, 8840, 8850, 8860, 8870, 8880, 8890, 8900, 8910, 8920, 8930, 8940, 8950, 8960, 8970, 8980, 8990, 9000, 9010, 9020, 9030, 9040, 9050, 9060, 9070, 9080, 9090, 9100, 9110, 9120, 9130, 9140, 9150, 9160, 9170, 9180, 9190, 9200, 9210, 9220, 9230, 9240, 9250, 9260, 9270, 9280, 9290, 9300, 9310, 9320, 9330, 9340, 9350, 9360, 9370, 9380, 9390, 9400, 9410, 9420, 9430, 9440, 9450, 9460, 9470, 9480, 9490, 9500, 9510, 9520, 9530, 9540, 9550, 9560, 9570, 9580, 9590, 9600, 9610, 9620, 9630, 9640, 9650, 9660, 9670, 9680, 9690, 9700, 9710, 9720, 9730, 9740, 9750, 9760, 9770, 9780, 9790, 9800, 9810, 9820, 9830, 9840, 9850, 9860, 9870, 9880, 9890, 9900, 9910, 9920, 9930, 9940, 9950, 9960, 9970, 9980, 9990, 10000	59814	234531	12.3	12.8	6127 70359	6157 46906	6187 42217	6217 75051	6247 0	6277 0		
8	Utilities*	8500, 8505, 8506	7093	29108	1.5	1.6	6128 8732	6158 5822	6188 5239	6218 9315	6248 0	6278 0		
9	Telephone	8520, 8525, 8446	2460	8901	0.5	0.5	6129 2670	6159 1780	6189 1602	6219 2848	6249 0	6279 1		
10	Taxes	8540, 8445, 8646	0	0	0.0	0.0	6130 0	6160 0	6190 0	6250 0	6280 0	6310 0		
11	Insurance	8600 8620	2743	10871	0.6	0.6	6131 3261	6161 2174	6191 1957	6221 3479	6251 0	6281 0		
12	Office Supplies	8640, 8645, 8666	5214	22688	1.1	1.2	6132 6806	6162 4538	6192 4084	6222 7260	6252 0	6282 0		
13	Professional & Service Fees	8660, 8665, 8706	14854	60907	3.1	3.3	6133 18272	6163 12181	6193 10963	6223 19490	6253 0	6283 1		
14	Data Processing	8680	8595	18674	1.8	1.0	6134 5602	6164 3735	6194 3361	6224 5976	6254 0	6284 0		
15	Bad Debts	8700, 8705, 8726	0	0	0.0	0.0	6135 0	6165 0	6195 0	6225 0	6255 0	6285 0		
16	Contributions	8720, 8725, 8756	0	0	0.0	0.0	6136 0	6166 0	6196 0	6226 0	6256 0	6286 0		
17	Interest	8740	0	0	0.0	0.0	6137 0	6167 0	6197 0	6227 0	6257 0	6287 0		
18	Deprec. Equip.	8760, 8765, 8806	5350	21400	1.1	1.2	6138 6420	6168 4280	6198 3852	6228 6848	6258 0	6288 0		
19	Eq. & Veh. Maint. Gen'l	8780	671	2874	0.1	0.2	6139 862	6169 575	6199 517	6229 920	6259 0	6289 0		
20	Travel & Entertainment	8800, 8805, 8826	2163	5602	0.4	0.3	6140 1681	6170 1120	6200 1008	6230 1793	6260 0	6290 0		
21	Miscellaneous Expense	8820, 8825, 8841	2172	8874	0.4	0.5	6141 2662	6171 1775	6201 1597	6231 2840	6261 0	6291 0		
22	ALLOCATION OF UNAPPLIED EXPENSE					6142 0	6172 0	6202 0	6232 0	6262 0	6292 0			
23	TOTAL FIXED	8900	177113	682088	36.5	37.3	6143 204625	6173 136418	6203 122775	6233 218270	6263 0	6293 0		
24	Dealer Salary	8900	3000	12000	0.6	0.7	6144 3600	6174 2400	6204 2160	6234 3840	6264 0	6294 0		
25	Operating Profit		15969	30429	3.3	1.7	6145 -122799	6175 159655	6205 -17372	6235 10945	6265 0	6295 0		
26	NEW VEHICLE AND F & I SELLING GROSS ANALYSIS				USED				RENTAL DEPARTMENT		MONTH		YTD	
27	MONTH	YTD	MONTH	YTD	Income		5210		5220		5230		5240	
28	25763	171203	94472	376788	Salaries		5210		5220		5230		5240	
29	25091	92799	46246	176800	Commissions / Incentives		5220		5230		5240		5250	
30	44046	184241	54241	214943	Other Expenses		5230		5240		5250		5260	
31	-43374	-105837	-6015	-14955	TOTAL NET		6200		6210		6220		6230	
32	67625	236217	100764	370483	Agreements		6200		6210		6220		6230	
33	11955	44954	14955	57055	F & I Selling Expenses		6200		6210		6220		6230	
34	55670	191263	85809	313428	F & I Selling Gross		6200		6210		6220		6230	
35	12296	85426	79794	298473	TOTAL SELLING GROSS		6200		6210		6220		6230	
36	* RENT & EQUIVALENT				Tot Units @ EOM		RENTAL ANALYSIS		MONTH		YTD			
37	Net Rent or Equip.	8300, 8305, 8306, 8320	35000	140000	Tot Unit Days Avail / MO.		CAR		TRUCK		RV		SERVICE LOANERS	
38	Deprec. & Amort.	8340, 8350, 8346, 8348, 8345, 8396	1050	4200	Cust. ESP, Paid Days / MO.		6420 0		6430 0		6440 0		6450 0	
39	Insurance Building	8380, 8385, 8386	1372	5435	Service Loaner Paid Days / MO.		6421 0		6431 0		6441 0		6451 0	
40	Tax Real Estate	8400, 8405, 8406	13700	54800	Dealer Paid Days / MO.		6422 0		6432 0		6442 0		6452 0	
41	Maint. Building	8420, 8425, 8426	8692	30096	Non Utilized Days / MO.		6423 0		6433 0		6443 0		6453 0	
42	TOTAL		59814	234531	% Utilization		6424 0.0		6434 0.0		6444 0.0		6454 0.0	
43	PERSONNEL SUMMARY	ADMIN	FRANCHISE N & U	F & I	REN/USE	FRAN PARTS	FRAN. SERV.	BODY	MEMO: UTILITY EXPENSES		MONTH	YTD		
44	Dealers	6504 1		6568 2	6565 0	6505 1	6545 1	6685 0	Gas		6400	6400		
45	Management	6505 1	6528 3	6566 0	6566 0	6506 1	6546 3	6686 0	Electric		6401	6401		
46	SLS/SPRNS/Serv Advrs		6529 10				6547 10	6687 0	Water		6402	6402		
47	TECHNICIANS	Repair					6548 2	6688 0	Sewage		6403	6403		
48	Internal		6528 0				6549 2	6689 0	Solar		6404	6404		
49	Clerical	6509 4	6528 0	6569 0	6569 0	6509 0	6549 0	6689 0	TOTAL		6405	6405		
50	Other	6510 0	6530 6	6570 0	6570 0	6510 0	6590 1	6690 0						
51	TOTAL	6501 46	6531 19	6571 2	6581 0	6511 2	6581 17	6691 0						
52	SALESPERSON TENURE (IN MONTHS)	Less Than 12 Mos.	6532 4				6512 1							
53	12 - 36 Mos.	6533 1					6513 1							
54	37 - 60 Mos.	6534 1					6514 1							
55	61 + Mos.	6535 4					6515 0							
56	SALESPERSON TURNOVER	Hired YTD	6536 0				6516 2							
57	Term. YTD	6537 0					6517 2							
58	MEMO: SPLIT SALES FORCE	NEW ONLY	USED ONLY	COMBINED N & U	TOTAL	STALL COUNT								
59	Managers	6709 0	6789 0	6729 3	6739 3	REPAIR	INTERNAL	BODY						
60	Salespersons	6710 0	6720 0	6730 10	6740 10	6790 21	6760 0	6770 0						

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