

2019 STATEMENT OF INCOME AND EXPENSE

LINE	NAME OF ACCOUNT	NEW/VEHICLE				USED VEHICLES				
		ACCT	MTD	% DEPT	YTD	% DEPT	MTD	% DEPT	YTD	
1	DEPARTMENT GROSS PROFIT (PG.3-Ln 63/PG.4-Ln 17)		J23	GP	J23	GP	K15	GP	K15	GP
2	SALESPERSONS COMMISSIONS	301/321	210795	16.7	997557	15.4	90479	25.0	605541	23.0
3	SALES MANAGERS' COMMISSIONS	302/322	35233	4.7	153978	4.2	23644	5.6	139401	6.0
4	F & I MANAGERS' COMMISSIONS	316/336	9987	5.4	42218	5.2	5077	4.9	36122	3.2
5	VEHICLE INVENTORY MAINTENANCE	303/323	11440	1.7	57263	2.0	4450	2.7	19387	2.5
6	POLICY EXPENSE	304/324	3591	0.3	20021	0.4	2414	0.7	15095	0.6
7	TOTAL VARIABLE SALES EXPENSE (LINE 2 - 6)		722		3907		34585		210005	
8	SALESPERSONS' SALARIES	TOTAL	60973	28.9	277387	27.8	1655	1.8	7877	1.3
9	SALES MANAGERS' SALARIES	306/326	5255	2.5	26277	2.6	2956	3.3	22679	3.7
10	F & I MANAGERS' SALARIES	307/327	5455	2.6	27875	2.8	2567	2.8	13073	2.2
11	OTHER SALARIES	317/337	5100	2.4	25860	2.6	8838	9.8	46395	7.7
12	ADVERTISING - PRINT, TV, OTHER	308/328	13572	6.4	72759	7.3	617	0.7	14250	2.4
13	ADVERTISING - INTERNET ONLY	309/329	17087	8.1	70259	7.0	8730	9.6	40089	6.6
14	ADVERTISING CREDITS	318/338	7800	3.7	28921	2.9	1895	2.1	8137	1.3
15	SALES PERSONNEL TRAINING	309A	-11204	-5.3	-57797	-5.8	2664	2.9	14041	2.3
16	DEMONSTRATION EXPENSE	310/330	5359	2.5	24897	2.5	19	0.0	267	0.0
17	FLOORPLAN INTEREST	312/332	5956	2.8	27182	2.7	29941	33.1	166808	27.5
18	FLOORPLAN INTEREST CREDITS	315/335	50455	23.9	267006	26.8	25953	28.7	228728	37.8
19	TOTAL SEMI-FIXED SALES EXPENSE (LINE 8 THRU 18)	315A	-29609	-14.0	-175368	-17.6	30770	34.0	182468	30.1
20	DEPARTMENT NET (LINE 1 MINUS 7 & 19)	TOTAL	75226	35.7	337871	33.9	95761	27.5	494459	38.3
21	MEMO: F & I DEPT. NET (P4 L39/60 MINUS LINES 4 & 10)		74596	35.4	382299	38.3	30139	18.4	162327	23.2
22	ACCOUNT NAME		70048	33.2	363634	36.5	40	0.0	277	0.0
23	GROSS PROFIT	P5121/P5L13	40085		196047		41608	43.4	214687	43.4
24	SALARIES VACATION & TIME OFF	340B/341B / 340A/341A	10180	25.4	52042	26.5	2015	2.1	19202	3.9
25	TRAINING	342B/342A	250	0.6	1299	0.7	4015	4.2	15607	3.2
26	ADVERTISING	343B/343A					2486	2.6	27910	5.6
27	SUPPLIES, TOOLS, & LAUNDRY	344B/344A	2399	6.0	7050	3.6	1105	1.2	300	0.1
28	SERVICE VEHICLE EXPENSE	345B/345A	100	0.2	3598	1.8	3254	3.4	20919	4.2
29	POLICY ADJUSTMENTS	346B/346A	484	1.2	1750	0.9	1300	1.4	6500	1.3
30	DEPR, MAINT, REPAIR & RENTAL	346B/346B	350	0.9	1750	0.9	53868	56.3	305125	61.7
31	SALES EXPENSE	346B/346B / 346A/346A	13763	34.3	66439	33.9	41893	43.7	189334	38.3
32	DEPT NET (LINES 24 THRU 30)		26322	65.7	129608	66.1	163529	16.6	699470	16.6
33	PARTS DEPT GROSS PROFIT						30139	18.4	162327	23.2
34	SALARIES, WAGES & INCENTIVES - PARTS						40	0.0	277	0.0
35	PERSONNEL TRAINING - PARTS						353	3.7	20172	2.9
36	ADVERTISING - PARTS						2715	2.8	15451	2.2
37	SUPPLIES, TOOLS & LAUNDRY - PARTS						633	0.4	1216	0.2
38	FREIGHT - PARTS						309	0.2	3202	0.5
39	POLICY ADJUSTMENTS - PARTS						2875	1.8	16787	2.4
40	VEHICLE EXPENSE - PARTS						358/359			
41	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS						39807	24.3	219432	31.4
42	TOTAL PARTS DEPT. SALES EXPENSE						123722	75.7	480038	68.6
43	PARTS NET (LINE 34 THRU 41)									
44	FIXED EXPENSES									
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL						9817	1.6	48597	1.6
46	EMPLOYEE BENEFITS						45621	7.6	235895	7.9
47	PAYROLL TAXES						24204	4.0	123421	4.1
48	ADVERTISING GENERAL & INSTITUTIONAL						10428	1.7	24827	0.8
49	STATIONERY, OFFICE SUPPLIES & POSTAGE						2713	0.5	9951	0.3
50	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES						6494	1.1	30779	1.0
51	COMPANY CAR EXPENSE									
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS						2153	0.4	9368	0.3
53	DATA PROCESSING SERVICES						5930	1.0	23159	0.8
54	TRAVEL & ENTERTAINMENT						76	0.0	4124	0.1
55	BAD DEBTS									
56	MISCELLANEOUS									
57	RENT & EQUIVALENT						32692	5.4	163461	5.5
58	MAINTENANCE & REPAIRS - REAL ESTATE						13551	2.3	46803	1.6
59	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)						6331	1.1	35958	1.2
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)						29273	4.9	143840	4.8
61	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT						88	0.0	439	0.0
62	HEAT, LIGHT, POWER & WATER						4428	0.7	27767	0.9
63	TELEPHONE						2793	0.5	13676	0.5
64	TOTAL FIXED EXPENSES						196592	32.7	942055	31.5
65	SALARIES - OWNERS & OFFICERS						22732	3.8	111701	3.7
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH), 42, 64 & 65)						527487	87.8	2636833	88.1
67	OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH), 43 MINUS LINES 64 & 65)						73162		356241	
68	OTHER INCOME AND (DEDUCTIONS) - NET (LINE 80 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)						84200		564656	
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (Line 67 plus or minus line 66)						157362		920897	
70	OTHER INCOME									
71	ACCOUNT	ACCT	MTD DOLLARS	ACCOUNT	YTD DOLLARS	ACCOUNT	ACCT	MTD	YTD	
72	CASH DISCOUNTS EARNED	601	1471	Y22	7688	CASH DISCOUNTS ALLOWED	701	Z5	Z5	
73	INTEREST EARNED	603	5433	Y23	25764	BONUSES	704	Z6	Z6	
74	GAIN ON DISPOSAL OF CAPITAL ASSET	608	Z1	Z1		LOSS ON DISPOSAL OF ASSET	708	Z7	Z7	
75	DOC FEE (ADMIN FEE) INCOME - NEW	466		R34						
76	DOC FEE (ADMIN FEE) INCOME - USED	488		R41						
77	MISCELLANEOUS INCOME	609	92707	Z2	616603	MISCELLANEOUS DEDUCTIONS	709	Z8	Z8	
78	LIFO ADJUSTMENTS	610		FF22		LIFO ADJUSTMENT	710	FF23	FF23	
79	VEHICLE LEASE & RENTAL INCOME	615	2886	Z3	17563	VEHICLE LEASE & RENTAL EXP	715	Z9	18297	102962
80	TOTAL OTHER INCOME		102497	Z4	667618	TOTAL OTHER DEDUCTIONS		Z10	18297	102962

2019 DEPARTMENT GROSS PROFIT ANALYSIS

LINE	MTD DOLLARS		MEMO - VOL INCENTIVES	PER UNIT	ACCOUNT		NO.	YTD DOLLARS		MEMO - VOL INCENTIVES	PER UNIT	
	SALES	GROSS			UNITS	NAME		SALES	GROSS			UNITS
1					FIAT 500		404					
2					FIAT 500 CABRIO		406					
3					FIAT 124 SPIDER		402					
4					FIAT 500s		413					
5					ALFA ROMEO - 4C		411					
6					ALFA ROMEO GIULIA		417					
7					ALFA ROMEO - TBD		419					
8	86127	3685	2	550	1843	CHALLENGER	407	415288	19397	7	3600	2771
9	89883	1226	3	1650	409	CHARGER	409	123568	1901	4	2300	475
10												
11					300 SERIES		420					
12												
13												
14												
15												
16					OTHER NEW CARS - FIAT ALFA ROMEO		403					
17					OTHER NEW CARS - CDJR		425					
18					OTHER NEW CARS - MASERATI		401					
19					OTHER NEW CARS - COMPETITIVE		426					
20	176010	4911	5	2200	982	TOTAL CARS RETAIL		538856	21298	11	5900	1936
21					GRAND CARAVAN		427	156473	10320	5	2850	2064
22	81199	7235	2	2100	3618	PACIFICA	428	686707	27555	17	18250	1621
23					ALFA ROMEO STELVIO		405					
24					FIAT 500L		461					
25					FIAT 500X		443					
26					PACIFICA - PHEV		412					
27	27500	246	1	550	246	RENEGADE	442	375928	5353	14	9300	382
28	36665	2041	1	550	2041	WRANGLER	432	231705	15780	6	3400	2630
29	497460	5016	12	6600	418	WRANGLER (4 DOOR)	431	1874444	51045	43	37250	1187
30	376052	14450	11	9831	1314	CHEROKEE	430	1737427	36891	54	40931	683
31	140604	5164	5	5250	1033	COMPASS	433	929161	10524	33	32450	319
32												
33	469882	2880	12	6600	240	GRAND CHEROKEE	438	1746890	40297	43	29450	937
34	325573	23936	6	900	3989	GLADIATOR	495	325573	23936	6	900	3989
35					JOURNEY		451	33519	-1398	1	650	-1398
36	48792	892	1	550	892	DURANGO	485	265042	3166	6	3600	528
37	174102	11924	4	2200	2981	RAM PROMASTER	482	1586424	119277	35	30000	3408
38	28085	-964	1	800	-964	RAM PROMASTER CITY	436	112852	1481	4	2600	370
39	300228	9016	6	3800	1503	RAM HD (2500 / 3500)	429	1195756	50146	23	16700	2180
40	827084	13029	18	18318	724	RAM 1500	437	3299231	59833	72	80218	831
41					RAM CHASSIS CAB 3500		448	90227	5106	2	800	2553
42	60441	4173	1	4173	4173	RAM CHASSIS CAB 4500	452	104441	7016	2	3508	3508
43	122441	10969	2	1400	5485	RAM CHASSIS CAB 5500	453	459328	30148	8	5600	3769
44					OTHER NEW TRUCKS - FIAT ALFA ROMEO		418					
45					OTHER NEW TRUCKS - CDJR		439					
46					RECREATIONAL VEHICLES		440					
47					OTHER NEW TRUCKS - MASERATI		410					
48					OTHER NEW TRUCKS - COMPETITIVE		441					
49	3516108	110007	83	59449	1325	TOTAL TRUCKS RETAIL		15211128	496476	374	314949	1327
50					VOLUME INCENTIVES (New Vehicle)		454					
51					TOTAL FIAT ALFA ROMEO CAR/TRUCK RETAIL							
52	3692118	114918	88	61649	1306	TOTAL CDJR CAR AND TRUCK RETAIL		15749984	517774	385	320849	1345
53	3692118	114918	88	61649	1306	TOTAL CARS & TRUCKS RETAIL		15749984	517774	385	320849	1345
54					CARS - FLEET		445					
55	145804	9289	6	145804	1548	TRUCKS - FLEET	446	713720	33026	24	1376	1376
56												
57	145804	9289	6	145804	1548	TOTAL FLEET CARS & TRUCKS		713720	33026	24	1376	1376
58	3837922	124207	94		1321	TOTAL NEW CAR AND TRUCK		16463704	550800	409	1347	1347
59					REPOSSESSED VEHICLE LOSSES		455E					
60	65660	86588	135	641	984	TOTAL F & I DEPARTMENT (Pg4 L99)		319423	446757	614	728	728
61					DEALER TRANSFERS		460					1160
62	3903582	210795			TOTAL NEW VEHICLE DEPT.			16783127	997557			
63												
64												
65												
66												
67												

NEW VEHICLE INVENTORY ANALYSIS

LINE	Passenger Car		Truck		Other			
	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS		
68	FIAT 500	EE34	PACIFICA	FFD7	JOURNEY	FF4L	OTHER NEW CARS - CDJR	EE34
69	FIAT 500 CABRIO	EE34	RENEGADE	FF43	GRAND CARAVAN	FF40	OTHER NEW TRK - CDJR	FF3Y
70	ALFA ROMEO 4C	EE41	GRAND CHEROKEE	FF16	RAM HD (2500 / 3500)	FF47	OTHER NEW CARS - ARIF	EE38
71	FIAT 500s	EE40	WRANGLER	FF11	RAM 1500	FF17	OTHER NEW TRK - ARIF	EE2L
72	FIAT 124 SPIDER	EE43	WRANGLER (4-DR)	FF34	RAM CHASSIS CAB 3500	FF38		
73			CHEROKEE	FF12	RAM CHASSIS CAB 4500	FF39	RECREATIONAL VEHICLES	FF18
74	ALFA ROMEO GIULIA	EE46	COMPASS	FF35	RAM CHASSIS CAB 5500	FF40	OTHER NEW CAR-COMPETITOR	FF29
75	ALFA ROMEO TBD	EE44	DURANGO	FF15	ALFO ROMEO STELVIO	FF44	OTHER NEW TRK-COMPETITOR	FF21
76	300 SERIES	EE33	GLADIATOR	FF16	RAM PROMASTER	FF44	OTHER NEW CARS-MASERATI	FF30
77	CHARGER	FF30		FF32	RAM PROMASTER CITY	FF4X	OTHER NEW TRUCKS-MASERATI	FF31
78	CHALLENGER	EE33			PACIFICA - PHEV	FF49		
79								

2019 DEPARTMENT GROSS PROFIT ANALYSIS

LINE	MTD DOLLARS		PER UNIT	YTD DOLLARS		PER UNIT
	SALES	GROSS		SALES	GROSS		UNITS	UNITS
1						
2	106059	12722	7	658546	64754	40
3	698756	41786	31	4367492	334114	194
4						
5						
6	804815	54508	38	5026038	398868	234
7						
8						
9	16300	-218	5	151014	-2348	48
10	134022	-1598	18	954889	-5907	125
11						
12						
13						
14						
15	43239	3787	62	190285	214928	328
16						
17	998376	90479	994	6322226	605541	918

USED VEHICLE INVENTORY ANALYSIS

LINE	1 - 30 days		31 - 60 days		61 - 90 days		91 - 120 days		121 days & OVER	
	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
19	Total		28	9	4	2	2	2	2	11
20	CARS - UNITS		V3	V42	V43	V44	V45	V46	V46	
21	CARS - DOLLARS		V4	95352	V48	25128	V49	42802	V50	32918
22	TRUCKS - UNITS		V11	87	V52	45	V53	13	V55	2
23	TRUCKS - DOLLARS		V12	1680795	V57	612276	V58	347892	V60	44553
24	CPOV CARS - UNITS		V26		V62		V64		V65	
25	CPOV CARS - DOLLARS		V27		V67		V69		V70	
26	CPOV TRUCKS - UNITS		V24		V72		V74		V75	
27	CPOV TRUCKS - DOLLARS		V25		V77		V78		V80	

F & I Analysis

F & I DEPARTMENT - NEW VEHICLES

29										
30	58727	75	783	FINANCE CONTRACT RESERVES	457	R17	313750	U13	344	912
31				INSURANCE CONTRACTS	463	R31		U31		
32	65660	60	464	SERVICE CONTRACTS	458	P3	319423	U14	270	493
33				MAINTENANCE-ONLY CONTRACTS	464	M26		U32		
34				PROTECTION PRODUCTS & ACCESSORIES	465	M27		U33		
35										
36				OTHER F & I	467	M28		U35		
37				NON-AUTOMOTIVE	450	P2		U11		
38				LESS: F & I CHARGEBACKS	468	(MEMO/UNITS)		U36		
39	65660	135	641	TOTAL F & I DEPARTMENT GROSS - NEW		M29	319423	R37	446757	728
40				TOTAL F&I MGR SAL & COMM NEW (P2 LN4+10)				R51	83123	
41	65660	135	519	TOTAL NEW F&I NET		M29	319423	R54	363634	592
42										
43				TOTAL GROSS F&I PNUR (L39 Gross/P31.53 Units)		MEMO				1160
44				TOTAL NET F&I PNUR (L41 Gross/P31.53 Units)		MEMO				945

F & I DEPARTMENT - USED VEHICLES

46										
47	23979	31	774	FINANCE CONTRACT RESERVES	481	S7	142274	U23	168	847
48				INSURANCE CONTRACTS	485	R38		U38		
49	43239	31	445	SERVICE CONTRACTS	482	P12	190285	U24	160	454
50				MAINTENANCE-ONLY CONTRACTS	486	M30		U39		
51				PROTECTION PRODUCTS & ACCESSORIES	487	M31		U40		
52										
53				OTHER F & I	489	M32		U42		
54				NON-AUTOMOTIVE	479	P11		S5		
55				LESS: F & I CHARGEBACKS	490	(MEMO/UNITS)		R43		
56				OPOV FINANCE CONTRACT RESERVES	483			T25		
57				OPOV INSURANCE CONTRACTS	492			U50		
58				OPOV SERVICE CONTRACTS	484	U25		V25		
59				OPOV NON-AUTOMOTIVE & OTHER	491	M33		R44		
60	43239	62	609	TOTAL F & I DEPARTMENT GROSS - USED		M34	190285	R45	214928	655
61				TOTAL F&I MGR SAL & COMM USED (P2 LN4+10)				R52	32460	
62	43239	62	496	TOTAL USED F&I NET		M34	190285	R55	182468	556
63										

TOTAL F&I RESULTS

64				TOTAL GROSS F&I PUUR (L60 Gross/L6 UNITS)		MEMO				918
65				TOTAL NET F&I PUUR (L62 Gross/L6 UNITS)		MEMO				780
67				TOTAL F&I RESULTS						
68	108899	124375	197	631	TOTAL F & I GROSS - NEW & USED	M35	509708	R46	661685	942
69		23557			TOTAL F&I MGR SAL & COMM - NEW AND USED			R53	115583	
70	108899	100818	197	512	TOTAL F & I NET - NEW AND USED	M35	509708	R47	546102	942
71										580

2019 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE	MTD DOLLARS			GP % SALES			ACCOUNT			YTD DOLLARS			GP % SALES		
	SALES	GROSS	# ROS WRITTEN	SALES	GROSS	# ROS WRITTEN	NAME	NO.	SALES	GROSS	# ROS WRITTEN	SALES	GROSS	# ROS WRITTEN	
1	V19	69994	X1	46676	407	66.7	CUSTOMER LABOR MECHANICAL	550	V19	303512	X1	200510	1970	66.1	
2	W3	560	X9	392	Y24	1	QUICK SERVICE LABOR MECHANICAL	558	W3	774	X9	531	Y24	2	
3	V20	8502	X2	5684	Y13	116	SERVICE CONTRACTS LABOR MECH	551	V20	45026	X2	29571	Y13	566	
4	V21	39202	X3	29699	Y14	314	WARRANTY LABOR - MECHANICAL	552	V21	230232	X3	173500	Y14	1743	
5	V22	8855	X4	6403	Y15	86	ROAD READY LABOR - MECHANICAL	553	V22	48715	X4	35810	Y15	462	
6	V23	11393	X5	5422	Y16	120	LABOR - INTERNAL - MECHANICAL	554	V23	83484	X5	47697	Y16	753	
7	W37		X37		Y41		MOPAR EXPRESS LANE TOTAL LABOR (LINE 47)		W37		X37		Y41		
8	V24	3615	X6	1485	Y30	6	CUSTOMER LABOR - NON-AUTO	555	V24	14805	X6	6345	Y30	22	
9	W1	1410	X7				SUBLET WORK - MECHANICAL	556	W1	19264	X7	495		2.6	
10	W2		X8				SUBLET WORK - WARRANTY - MECH	557	W2		X8				
11	W27		X27		X31		SERVICE CONTRACTS SOLD ON SERV LANE	568	W27		X27		X31		
12			(		X10		UNAPPLIED / VARIANCE LABOR MECH	559D			(		X10	
13	W4	143531	X11	95761		66.7	TOTAL MECHANICAL DEPT	W4	745812	X11	494459		66.3		
14	W5	30801	X12	19305	Y17	37	CUSTOMER LABOR - BODY & PAINT	560	W5	157935	X12	101349	Y17	213	
15	W6	4240	X13	3456	Y18	12	WARRANTY LABOR - BODY & PAINT	562	W6	16384	X13	13401	Y18	43	
16	W7	12752	X14	8762	Y19	59	LABOR INTERNAL - BODY & PAINT	563	W7	62655	X14	40922	Y19	256	
17	W8	21601	X15	4063		18.8	SUBLET WORK - BODY & PAINT	564	W8	117702	X15	19871		16.9	
18	W9	95	X16				SUBLET WORK WARRANTY - B & P	565	W9	180	X16				
19	W10	10676	X17	4499		42.1	BODY & PAINT SHOP MATERIALS	566	W10	50651	X17	20504		40.5	
20			(		X18		UNAPPLIED / VARIANCE LABOR B&P	567D			(		X18	
21	W11	80165	X19	40085		50.0	TOTAL BODY & PAINT DEPT	W11	405507	X19	196047		48.3		
22	W12	72559	X20	22083		30.4	CUSTOMER REPAIRS ORDER MECHANICAL P&A	570	W12	238232	X20	90931		30.5	
23	W26	5100	X26	373		7.3	P&A QUICK SERVICE - OIL - LUBRICANTS	576	W26	25798	X26	2534		9.8	
24	W13	14023	X21	5042		36.0	P&A - SERVICE CONTRACTS MECH	571	W13	99015	X21	32938		33.3	
25	W14	72503	X22	27868		38.4	P&A - WARRANTY MECHANICAL	572	W14	342012	X22	129720		37.9	
26	W15	2965	X23	700	Y20	34	P&A - COUNTER RETAIL	573	W15	17897	X23	3667	Y20	140	
27	W16	356209	X24	23826	Y21	411	P&A - COUNTER WHOLESALE	574	W16	2147119	X24	138630	Y21	2201	
28	W17	11263	Y1	2750		24.4	P&A - INTERNAL MECHANICAL	575	W17	80842	Y1	19044		23.6	
29	W38		X38		Y42		MOPAR EXPRESS LANE TOTAL PARTS (LINE 53)	W38		X38		Y42			
30	W18	25523	Y2	8542		33.5	P&A - REPAIR ORDERS BODY & PAINT	580	W18	122802	Y2	37182		30.3	
31	W19	5196	Y3	1825		35.1	P&A - WARRANTY - BODY & PAINT	582	W19	21010	Y3	7826		37.2	
32	W20	11582	Y4	2251		19.4	P&A - INTERNAL - BODY & PAINT	583	W20	44192	Y4	8466		19.2	
33	W28		X28		Y32		SERV CONT. SALES AT PARTS LANE	577	W28		X28		Y32		
34			Y5	60566			PURCHASE DISCOUNTS - P&A	585E			Y5	195999			
35			Y6	7151			WHOLESALE ALLOWANCE	586F			Y6	28446			
36			(		Y7		P&A - INVENTORY ADJUSTMENTS	587G			(		Y7	
37	W21	4974	Y6	552		11.1	TIRES AND TUBES	590	W21	55814	Y6	4087		7.3	
38	W22		Y9				NON-AUTO & MISCELLANEOUS	595	W22		Y9				
39	W23	581897	Y10	163529		28.1	TOTAL P&A DEPT	W23	3254733	Y10	699470		21.5		
40			Y11	600649			TOTAL ALL DEPARTMENTS	W24	27511405	Y11	23993074				
41			Y17				Pg 4 line 17, Pg 5 lines 13, 21 & 39				Y17				
42							Pg 3 line 63,								
MOPAR EXPRESS LANE LABOR AND PARTS															
43	W29		X29		Y33		MOPAR EXPRESS LANE CP LABOR	596	W29		X29		Y33		
44	W30		X30		Y34		MOPAR EXPRESS LANE SERV CONTRACT LABOR	597	W30		X30		Y34		
45	W01		X31		Y35		MOPAR EXPRESS LANE WARRANTY LABOR	598	W01		X31		Y35		
46	W32		X32		Y36		MOPAR EXPRESS LANE INTERNAL LABOR	599	W32		X32		Y36		
47	W37		X37		Y41		MOPAR EXPRESS LANE TOTAL LABOR	W37		X37		Y41			
48															
49	W33		X33		Y37		MOPAR EXPRESS LANE CP PARTS	591	W33		X33		Y37		
50	W34		X34		Y38		MOPAR EXPRESS LANE SERV CONTRACT PARTS	592	W34		X34		Y38		
51	W35		X35		Y39		MOPAR EXPRESS LANE WARRANTY PARTS	593	W35		X35		Y39		
52	W36		X36		Y40		MOPAR EXPRESS LANE INTERNAL PARTS	594	W36		X36		Y40		
53	W38		X38		Y42		MOPAR EXPRESS LANE TOTAL PARTS	W38		X38		Y42			

PERSONNEL SUMMARY

General Manager	Manager	Salesperson	F&I Mop. New/Used		Technician		COUR/APR/Tech		Comps/Service		Sales	Comps/Service	
			Man/	Wk/	Man/	Wk/	Man/	Wk/	Man/	Wk/			
BB10	1	BB11	1	BB12	2	BB12	6	BB13	1	BB14	7	BB15	18
BB16	1	BB17	1	BB23	3	BB16	3	BB19	1	BB20	1	BB21	5
CC08	1	CC09	1	CC10	3	CC13	11	CC14	1	CC12	10	CC15	26
DD04	1	DD05	1	DD06	3	DD06	3	DD07	2	DD08	2	DD09	6
CC18	1	CC19	1	CC20	1	CC23	4	CC24	4	CC22	1	DD01	5
DD10	1	DD11	1	DD17	15	DD20	15	DD21	1	DD13	1	DD14	3
DD15	1	DD16	6	CC02	2	DD17	15	DD20	3	DD19	21	DD22	63

POSTED LABOR RATES

EE02	RETAIL CUST. PAY	\$	109.00
EE03	WAFR/ROAD READY	\$	110.00
DD25	QUICK SERVICE	\$	
EE04	INTERNAL	\$	109.00
EE05	B & P CUST. PAY	\$	80.00
DD26	B & P WARRANTY	\$	

SERVICE LABOR HOURS BILLED

CUSTOMER MECH	DD33	YTD	810	3600
QUICK SERVICE	DD34 <td>YTD</td> <td>4</td> <td>10</td>	YTD	4	10
SERVICE CONTRACT	DD35 <td>YTD</td> <td>122</td> <td>673</td>	YTD	122	673
WARRANTY & ROAD READY	DD36 <td>YTD</td> <td>353</td> <td>2213</td>	YTD	353	2213
INTERNAL	DD37 <td>YTD</td> <td>266</td> <td>1629</td>	YTD	266	1629
CUSTOMER - NON-AUTO	DD38 <td>YTD</td> <td></td> <td></td>	YTD		
MOPAR EXPRESS LANE	DD43 <td>YTD</td> <td></td> <td></td>	YTD		

RETAIL CUST. PAY

DD27	RETAIL CUST. PAY	\$	61.51
WAFR/ROAD READY	DD28	\$	80.44
QUICK SERVICE	DD29	\$	
INTERNAL	DD30	\$	60.50
B & P CUST. PAY	DD31	\$	45.00
B & P WARRANTY	DD32	\$	
MOPAR EXPRESS LANE	DD42	\$	

TOTAL SERVICE LABOR HOURS BILLED

DD39	TOTAL SERVICE LABOR HOURS BILLED	YTD	1555	8125
DD40 <td>TOTAL SERVICE TECH HRS. AVAILABLE</td> <td>YTD</td> <td>1524</td> <td>8640</td>	TOTAL SERVICE TECH HRS. AVAILABLE	YTD	1524	8640

2019 STATEMENT OF INCOME AND EXPENSE

Departmental Profit / Loss with Fixed Expense Allocation

	NEW VEHICLE DEPT.		USED VEHICLE DEPT.		YTD
	MONTH	YTD	MONTH	YTD	
1					
2					
3					
4	Department Subtotals				
5	Total Department Sales	P04 3903582	P13 16783127	P18 998376	6322226
6	Total Department Gross Profit	R19 210795	S09 997557	S09 90479	605541
7	Total Variable Sales Expense	K04 60973	T77387	K20 34585	210005
8	Total Semi-Fixed Sales Expense	K13 75226	337871	L04 29941	166808
9	Net Department Profit	K14 74596	382299	L05 25953	228728
10	Fixed Expense Account Name				
11	Salaries & Wages - Administrative & General	362 E601	2945 14579	E602 2209	10934
12	Employee Benefits	363 E611	14249 71333	E612 10686	53500
13	Payroll Taxes	365 E621	7260 37019	E622 5444	27762
14	Advertising General & Institutional	367 E631	3129 7448	E632 2346	5586
15	Stationery, Office Supplies & Postage	368 E641	814 2985	E642 610	2239
16	Legal Auditing	370-371 E651	1948 9234	E652 1461	6925
17	Company Car Expense	372 E661		E662	
18	Dues, Subscriptions & Contributions	373 E671	646 2810	E672 484	2108
19	Data Processing Services	374 E681	1779 6948	E682 1334	5211
20	Travel & Entertainment	377 E691	23 1237	E692 17	928
21	Bad Debts	378 E701		E702	
22	Miscellaneous	380 E711		E712	
23	Rent & Equivalent	381-386 E721	9808 49038	E722 7356	36779
24	Maintenance & Repairs - Real Estate	387 E731	4065 14041	E732 3049	10531
25	Interest (Other Than Floor Plan & Mortgage)	388 E741	1899 10787	E742 1424	8090
26	Ins. Taxes & Lic. (Other Than Payroll & Real Estate)	389-390 E751	8782 43152	E752 6586	32364
27	Dep. Maint. & Rental - Furniture, Sign & Equip.	391-393 E761	26 132	E762 20	99
28	Heat, Light, Power & Water	395 E771	1329 8330	E772 996	6248
29	Telephone	396 E781	838 4103	E782 629	3077
30	Total Department Fixed Expense	E791	59540 283176	E792 44651	212381
31					
32	Department Profit / Loss	E821	15056 99123	E822 -18698	16347
33					
34	Department Subtotals				
35	Total Department Sales	W04 143531	745812	W23 581897	3254733
36	Total Department Gross Profit	X11 95761	494459	Y10 163529	699470
37	Total Variable Sales Expense	L14 53868	305125	L24 39807	219432
38	Total Sales Expense	L15 41893	189334	M01 123722	480038
39	Net Department Profit	ACC. NO.	YTD	MONTH	YTD
40	Fixed Expense Account Name				
41	Salaries & Wages - Adm. & General	362 E603	1963 9719	E604 1718	8505
42	Employee Benefits	363 E613	9499 47555	E614 8309	41601
43	Payroll Taxes	365 E623	4839 24678	E624 4242	21627
44	Adv. General & Institutional	367 E633	2086 4965	E634 1825	4345
45	Stationery, Office Supplies & Postage	368 E643	543 1990	E644 475	1741
46	Legal Auditing	370-371 E653	1299 6156	E654 1137	5386
47	Company Car Expense	372 E663		E664	
48	Dues, Subscriptions & Contributions	373 E673	431 1874	E674 377	1639
49	Data Processing Services	374 E683	1186 4632	E684 1038	4033
50	Travel & Entertainment	377 E693	15 825	E694 13	722
51	Bad Debts	378 E703		E704	
52	Miscellaneous	380 E713		E714	
53	Rent & Equivalent	381-386 E723	6538 32692	E724 5721	28606
54	Maintenance & Repairs - Real Estate	387 E733	2710 9361	E734 2371	8191
55	Interest (Other Than Floor Plan & Mortgage)	388 E743	1266 7192	E744 1108	6293
56	Ins. Taxes & Lic. (Other Than Payroll & Real Estate)	389-390 E753	5855 28768	E754 5123	25172
57	Dep. Maint. & Rental - Furniture, Sign & Equip.	391-393 E763	18 88	E764 15	77
58	Heat, Light, Power & Water	395 E773	886 5553	E774 775	4859
59	Telephone	396 E783	559 2735	E784 489	2393
60	Total Department Fixed Expense	E793	39693 188783	E794 34736	165210
61					
62	Department Profit/Loss	E823	2200 551	E824 88986	314828
63	Shop Parts Gross Transfer	E827		E828	
64	Adjusted Dept. Profit/Loss	E843	2200 551	E844 88986	314828
65					

	MECHANICAL		PARTS		BODY & PAINT	
	MONTH	YTD	MONTH	YTD	MONTH	YTD
36	W04	745812	W23	3254733	W11	80165
37	X11	494459	Y10	699470	X19	40085
38	L14	305125	L24	219432	J21	13763
39	L15	189334	M01	480038	J22	26322
40	ACC. NO.	YTD	MONTH	YTD	MONTH	YTD
41	362 E603	1963 9719	E604	1718 8505	E605	982 4860
42	363 E613	9499 47555	E614	8309 41601	E615	4750 23779
43	365 E623	4839 24678	E624	4242 21627	E625	2419 12335
44	367 E633	2086 4965	E634	1825 4345	E635	1043 2483
45	368 E643	543 1990	E644	475 1741	E645	271 995
46	370-371 E653	1299 6156	E654	1137 5386	E655	649 3078
47	372 E663		E664		E665	
48	373 E673	431 1874	E674	377 1639	E675	215 937
49	374 E683	1186 4632	E684	1038 4033	E685	593 2316
50	377 E693	15 825	E694	13 722	E695	8 412
51	378 E703		E704		E705	
52	380 E713		E714		E715	
53	381-386 E723	6538 32692	E724	5721 28606	E725	3269 16346
54	387 E733	2710 9361	E734	2371 8191	E735	1355 4680
55	388 E743	1266 7192	E744	1108 6293	E745	633 3596
56	389-390 E753	5855 28768	E754	5123 25172	E755	2927 14384
57	391-393 E763	18 88	E764	15 77	E765	9 44
58	395 E773	886 5553	E774	775 4859	E775	443 2777
59	396 E783	559 2735	E784	489 2393	E785	279 1368
60	E793	39693 188783	E794	34736 165210	E795	19845 94390
61						
62	E823	2200 551	E824	88986 314828	E825	6477 35218
63	E827		E828		E829	
64	E843	2200 551	E844	88986 314828	E845	6477 35218
65						

	RECEIVABLE ANALYSIS						
	1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER	Allow for doubtful	
66							
67	Z11 217950	Z18 181827	AA1 32521	AA8 3382	AA15 220	AA22 72	BB5
68	Z12 261897	Z19	AA2	AA9	AA16	AA23	BB6
69	Z13	Z20	AA3	AA10	AA17	AA24	BB7
70	Z14	Z21	AA4	AA11	AA18	BB1	BB8
71	Z15	Z22	AA5	AA12	AA19	BB2	
72	Z16	Z23	AA6	AA13	AA20	BB3	
73	Z17	Z24	AA7	AA14	AA21	BB4	BB9