

**Some of these items are due the  
Monday before your class starts.**

### Pre-Parts Class Preparation – Fixed Operations 1 Parts

Below is a list of instructions and items which you need to bring for your next classroom session, Fixed Operations I – Parts class.

All August Reports

1. Bring a copy of your Parts Department's DMS generated management reports for the month showing your inventory sales profile, sales movement, aging, etc. Examples of each DMS report can be found on your Class Site. **This is a paper turn in on Monday of your class week.**
2. Complete the 3 Steps to Basic Understanding Parts Processes (Pre parts Class Exercise) and please upload the Excel template to Pre work the **DROPBOX** location on your class site. **This is due by Monday the week before your class starts** (This is not necessary for visiting students inbound with current students)
3. Bring your dealership's organizational chart as it pertains to the Parts department. It is okay to do a stick chart so that **you** know who is working in that department. *no work in Parts Department*
4. Submit pictures of your Parts Display/Boutique **as is**, an honest representation to the **DROPBOX**.
5. Find out and bring to class how much of your OE parts factory return dollars you have accumulated in parts for the year, how much you still have not claimed and, and when your next return is scheduled.
6. Bring the dealership's Financial Statement (F/S) that matches #1.
7. Bring a **Copy** of 1 Parts Invoices for parts that you have purchased from your same make competitor (not NAPA/AutoZone) that have already been entered into the General Ledger/Accounts Payable system).
8. Participate in the Parts Pre-class Introduction Threaded Discussion found on your class site which will close on the Sunday before your class starts. (You may be quizzed on this Monday morning)
9. Class will be dismissed at 12:00 p.m. on Friday of your Parts class week. Visiting students not attending the next class can leave at 11:00 am.
10. If you have any questions. Please contact us via your cell phone at Mark Michalski [mmichalski@nada.org](mailto:mmichalski@nada.org) at 443-801-7768 cell or Brian Crossin [bcrossin@nada.org](mailto:bcrossin@nada.org) at 703-395-1570 cell.

#### **Class Paper Turn in**

#1 DMS Report (early Monday morning)

#### **Class site location**

#2 20 SOP Template

#3 Display / Boutique Photos

August Financial statement













	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Total	Avg.
Closing Inventory	60	61	54	55	57	57	56	63	66	61	60	61		59
Parts	188	175	171	173	173	174	162	171	178	181	175	180		175
Cost	24,367	23,149	21,559	22,736	22,507	22,417	20,407	21,053	21,799	21,800	20,819	20,824		21,953

\*\*\*\* Aging \*\*\*\*

Sold Last 3 Months

% Total Cost ALL	45.5	49.0	46.3	49.0	38.4	53.6	47.4	52.9	43.6	29.5	35.3			40.8
Parts	1	2	1	2	1	2	1	2	2	1	1			1
Pieces	108	114	98	115	79	125	101	118	84	66	72			90
Cost	10,764	10,893	9,616	10,703	8,279	11,896	9,422	10,930	8,991	6,447	7,238			8,764
Parts	1	1	1	1	1	1	1	1	1	1	1			2
Pieces	3	4	4	2	2	1	2	2	5					272
Cost	335	463	372	459	378	129	261	218	535		124			

3 Months

% Total Cost ALL	1.8	1.9	6.0	3.8	18.7	13.0	9.0	16.5	23.7	18.9	9.5			10.2
Parts														
Pieces														
Cost														
Parts	1	1	3	4	15	10	7	16	382	13	5			63
Pieces	4	4	7	10	32	22	14	27	10	27	14			7
Cost	460	460	1,307	881	4,209	2,921	1,847	3,102	4,803	4,138	1,982			15

6 Months

% Total Cost ALL	26.1	15.2	19.7	15.5	5.8	6.6	14.7	17.6	11.4	8.1	18.0			13.2
Parts	3	5	4	3	3	4	5	5	3	5	5			3
Pieces	9	15	14	13	12	15	16	12	7	15	21			12
Cost	1,385	1,935	1,860	1,979	1,306	1,355	1,695	1,672	1,194	1,405	1,967			1,479
Parts	16	7	7	2	1	1	6	9	4	2	7			5
Pieces	36	15	22	13	1	1	8	12	6	3	12			10
Cost	4,986	1,588	2,404	1,546	137	137	1,322	2,047	1,302	377	1,793			1,458

9 Months

% Total Cost ALL	.3	16.2	21.2	23.2	4.4	2.0	.4	3.6	.6	8.9	8.6			7.4
Parts				1	2	1		2			2			
Pieces				4	7	2		7			4			
Cost				732	841	366		763			344			253
Parts	1	10	12	14	2	1	1	1	1	5	5			4
Pieces	1	25	31	33	2	1	1	1	1	12	9			9
Cost	77	3,760	4,574	4,554	158	94	94		137	1,954	1,466			1,405

12 Months

% Total Cost Non-Stk				.3	11.9	3.6	5.4	3.9		.1	3.8			2.4
Parts				1	7	5	5	2		1	2			1
Pieces				1	17	11	12	7		1	5			4
Cost				77	2,689	821	1,110	841		35	807			531

Over 12 Months

% Total Cost ALL	2.5	2.6	2.8	2.6	2.7	1.0	1.5	7.6	4.2	6.2	5.1			3.2
Parts					1	1	1	1						
Pieces					1	1	1	1						
Cost					152	152	152							
Parts	5	5	5	5	4	1	2	7	5	8	6			38
Pieces	5	5	5	5	4	1	2	18	13	16	14			4
Cost	613	613	613	613	461	85	162	1,616	937	1,367	1,079			679

# Parts Organizational Chart

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PARTS MANAGER

PAUL VILLASENOR

PARTS

COUNTER

DANIEL BASTIDAS

PARTS

COUNTER

DAVID CRUZ

SHIPPING RECEIVING

DAMIAN BASTIDAS

DRIVER

RETURNS

TREVOR DOWELL

PARTS

DRIVER

JOSEPH COX

5

<b>Dealer</b>	CA366 : TEMECULA HYUNDAI
<b>Your Next Semi-Annual Return Period</b>	
<b>Prior Year</b>	\$42,388.14
<b>Current Year</b>	\$41,418.39
<b>Accrued Allowance</b>	\$83,806.53
<b>YTD Allowance Consumed</b>	\$0.00
<b>YTD Allowance Pending</b>	\$55,317.07
<b>Available Allowance</b>	\$28,489.46

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DEALER NAME

M&N DEALERSHIPS X LLC

HYUNDAI MOTOR COMPANY

2019 FINANCIAL STATEMENT

DEALER NO

CA386

COVERING PERIOD FROM

January 1, 2019

THRU

August 31, 2019

PAGE 1

ASSETS				LIABILITIES						
CURRENT ASSETS				CURRENT LIABILITIES						
	ACCT	AMOUNT OMIT CENTS	LINE		ACCT	AMOUNT OMIT CENTS				
Petty Cash	200	1,000	1	ACCOUNTS PAYABLE - Trade Creditors	300	194,969				
Cash in Bank	202	936,349	2	Service, P & A, Body Shop Credit Balances	220	-				
Cash On Hand	203	-	3	License & Registration Fees	301	13,292				
Contracts in Transit	205	704,012	4	Customer Deposits	222	-	CONTRACT UNITS			
Securities, Money Market & CD's	260	-	5	Vehicle Protection & Warranties Payable	303	63,285				
<b>TOTAL CASH AND CONTRACTS (LINES 1 TO 5)</b>		<b>1,841,361</b>	<b>6</b>	Vehicle Lien Payable	309	58,754				
<b>RECEIVABLES</b>				<b>NOTES PAYABLE</b>						
Customer Notes	PAST DUE	103,613	210	1,874,521	8	New Vehicles & Demonstrators - Hyundai	310	7,008,829		
Customer Accts, Service, P&A, BS	PAST DUE	42,175	220	1,563,637	9	Used Vehicles - Hyundai	311	1,629,964		
Accounts Receivable - Retail Vehicles		222	25,799	10	Used Vehicles - Other	312	-			
Lease & Rental Accounts		223	-	11	Lease & Rental Units	313A	-			
Wholesale & Dealer Trade		224	170,114	12	Other	314	-			
Service Contract Receivables		225	36,220	13	Current Portion - Long Term Debt	315	-			
Transportation Claims		228A	-	14	<b>TOTAL ACCOUNTS &amp; NOTES PAYABLE (LINES 1 TO 13)</b>		<b>8,988,889</b>			
Trade Receivables Affiliates		261	-	15	<b>ACCRUED LIABILITIES</b>					
Finance & Insurance Receivables		264	32,538	16	Interest	320	96,342			
Allowance for Doubtful Accounts		340	-	17	Payroll	321	315,652			
<b>NET CUSTOMER RECEIVABLES (LINES 8 TO 17)</b>			<b>3,702,838</b>	18	Insurance	322	1,633			
<b>FACTORY RECEIVABLES</b>				19	Taxes - Payroll	323	2,000			
Warranty Claims/P.D.I. Hyundai	PAST DUE	5,934	226A	295,047	20	Taxes - Sales	324	404,500		
Warranty Claims/P.D.I. Other	PAST DUE	-	226B	-	21	Taxes - Other than P/R, Sales & Income Tax	325	3,272		
Other Factory Rec/Incentives - HYN	PAST DUE	15,667	227A	92,461	22	Income Taxes - Previous Year	326	-		
Other Factory Rec/Incentives - Other	PAST DUE	-	227B	402,703	23	Income Taxes - Current Year	327	-		
Holdback - Hyundai	PAST DUE	-	228A	-	24	Bonuses - Employees	328	14,425		
Holdback - Other	PAST DUE	-	228B	-	25	Bonuses - Owners	329	-		
Floor Plan Assistance		229	-	26	Pension Fund / Profit Sharing	330	-			
Earnback - Hyundai	PAST DUE	232	51,600	27	Other	331	648,266			
Wholesale Assistance - Hyundai	PAST DUE	233	-	28	Reserve for Reps, F & I, Service Contract Losses	332	-			
<b>TOTAL FACTORY RECEIVABLES (LINES 20 TO 28)</b>			<b>841,811</b>	29	<b>TOTAL ACCRUED LIABILITIES (LINES 16 TO 28)</b>		<b>1,486,090</b>			
Due from Finance Companies		262	-	30	<b>TOTAL CURRENT LIABILITIES (LINES 14 + 29)</b>		<b>10,454,979</b>			
Account Payable Debit Balances		300	-	31	Lease & Rental Units	313B	-			
<b>TOTAL RECEIVABLES (LINES 18 + 29 + 30 + 31)</b>			<b>4,544,649</b>	32	Deferred Income Taxes	333	-			
<b>INVENTORIES</b>				33	Long Term Debt	334	3,568,835			
Demonstrators - Hyundai		1	230A	38,215	34	Mortgages Payable	335	-		
Demonstrators - Other		2	230B	54,000	35	Notes Payable - Officers & Owners	336	-		
New Vehicles - Hyundai		240	231A	8,409,272	36	<b>TOTAL LONG TERM LIABILITIES (LINES 31 TO 35)</b>		<b>3,568,835</b>		
New Vehicles - Other			231B	-	37	<b>TOTAL LIABILITIES (LINES 30 + 36)</b>		<b>14,023,814</b>		
LIFO Reserve - New Vehicles			234	-	38					
<b>TOTAL NEW VEHICLES (LINES 34 TO 38)</b>		<b>UNIT TOTAL</b>	<b>243</b>	<b>6,501,487</b>	<b>39</b>	<b>NET WORKING CAPITAL</b>				
Used Vehicles - Hyundai		50	239	981,723	40	ACTUAL \$	4,898,182			
Used Vehicles - Other		39	240	777,142	41	GUIDE \$	4,888,567			
Memo Used Over 30 Days		33	UNITS	668,223	42	Net Working Capital = [(Assets Line 62) - (Liabilities Line 30)] + (Assets Lines 38, 43, 47)				
LIFO Reserve - Used Vehicles			235	-	43	<b>EFFECTIVE NET WORTH</b>				
Lease & Rental Units			287A	-	44	ACTUAL \$	1,926,176			
Parts & Accessories - Hyundai			242A	661,208	45	GUIDE \$	2,444,283			
Parts & Accessories - Other			242B	-	46	Effective Net Worth = [(Net Worth Line 80) + (50% Assets Lines 38, 43, 47)] - (Assets Lines 75 to 80)				
LIFO Reserve - P & A			251	-	47	<b>NET WORTH</b>				
Gas, Oil, Grease, and Tires			244	3,929	48	CORPORATION ONLY	TYPE 5			
Paint and Body Shop Materials			245	-	49	CAPITAL STOCK	360			
Sublet Repairs			246	23,508	50	RETAINED EARNINGS	370			
Work in Process - Labor			247	3,887	51	DIVIDENDS	375			
Other Inventory			248	-	52	ADDITIONAL PAID IN CAPITAL	376			
Parts Inventory Adjustment			249	-	53	TREASURY STOCK	377			
Miscellaneous Inventories			243	-	54	OTHER DISBURSEMENTS	378			
<b>TOTAL INVENTORIES (LINES 39 TO 54)</b>				<b>8,952,884</b>	<b>55</b>	PROPRIETOR OR PARTNER	LLP			
Advertising			269	-	56	INVESTMENTS	380			
Taxes			270	12,082	57					
Insurance			271	22,810	58					
Rent			272	-	59	DRAWINGS	390			
Interest			273	-	60					
Other			274	179,375	61	<b>NET INVESTMENTS (LINES 49 + 50 - 51 + 52 - 53 - 54 + 56 - 59)</b>	<b>2,281,195</b>			
<b>TOTAL CURRENT ASSETS (LINES 6 + 32 + 55 + 56 TO 61)</b>				<b>15,303,161</b>	<b>62</b>	<b>SALES AND PROFIT SUMMARY</b>				
<b>FIXED ASSETS - AUTO BUSINESS ONLY</b>						<b>NEW UNITS</b>				
	ACCT NO	COST	ACCUM DEPCN		HYUNDAI	OTHER	USED UNITS			
					RETAIL	WHOLESA	PROFIT OR (LOSS)			
LAND	280	-	-	64	JAN	72	63	42	12,974	
BLDGs & IMPRVM	281 / 351	-	-	66	FEB	71	70	50	55,819	
MACH & SHOP EQ	282 / 352	139,565	47,275	67	MAR	88	85	30	61,848	
PARTS & ACCESS EQ	283 / 353	1,045	818	68	APR	100	75	41	153,623	
FURN & FIXTURES	284 / 354	342,072	102,537	69	MAY	133	74	46	144,566	
COMPANY VEH	285 / 355	159,745	75,490	70	JUN	105	73	42	130,078	
LEASEHOLDS	286 / 356	131,542	37,921	71	JUL	118	94	49	184,102	
LEASE & RENTALS	287 / 357	136,407	49,508	72	AUG	107	85	62	204,606	
<b>TOTAL FIXED (LINES 65 TO 72)</b>		<b>910,376</b>	<b>313,547</b>	<b>596,829</b>	<b>73</b>	SEP	-	-	-	-
<b>OTHER ASSETS</b>						OCT	-	-	-	-
Deposits on Contracts		290	-	10,660	74	NOV	-	-	-	-
Life Insurance - Cash Value		291	-	-	76	DEC	-	-	-	-
Notes and Accounts Receivables - Officers & Owners		293	-	-	77	TOT	794	619	361	947,612
Advances to Employees, Affiliates & Others		294	-	-	78	EST. INCOME TAXES (PAGE 2 LINE 73)				
Other Notes and Accounts Receivable		295	-	-	79	<b>NET PROFIT OR LOSS AFTER TAXES</b>				
Intangibles, Other Investments, & Miscellaneous Assets		298	1,301,971	-	80	<b>TOTAL NET WORTH (LINES 61 + 79)</b>				
<b>TOTAL ASSETS (LINES 62+73+75 TO 80)</b>			<b>17,202,621</b>	<b>81</b>	<b>TOTAL LIABILITIES AND NET WORTH (LINES 37 + 80)</b>					

PAGE 2		OMIT CENTS		TOTAL INCOME AND EXPENSES		A - NEW VEHICLE DEPARTMENT		LINE NO
LINE NO	NAME OF ACCOUNT	ACCT NO	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	NET SALES (FROM PAGE 4, PAGE 5)		6,530,031	44,368,941		3,359,055		22,833,340
2	GROSS PROFIT (FROM PAGE 4, PAGE 5)		749,391	5,114,531		254,708		1,476,826
3	GROSS PROFIT PER CENT OF SALES (LINE 2 DIVIDED BY LINE 1)		11.48%	11.53%		7.58%		6.52%
4	VARIABLE SELLING EXPENSES		EXP. % GP	EXP. % GP				
5	Salespeople: Compensation & Incentive	11	88,790 11.85%	676,048 13.22%		55,203		279,277
6	F & I Managers: Compensation & Incentive	12	30,367 4.05%	268,181 5.24%		18,952		157,795
7	Delivery Expense	13	2,628 0.35%	9,867 0.19%		1,707		5,121
8	Policy Work - Vehicles	14	2,199 0.29%	8,957 0.18%		1,609		4,994
9	Interest - Floor Planning	15	1,852 0.25%	46,494 0.91%		(4,829)		(2,991)
10	Demonstrator Expense	16	-	-		-		-
11	Used Vehicle Maintenance Expense	17	-	-		-		-
12	TOTAL VARIABLE SELLING EXPENSE (LINES 5 TO 11)		125,936 16.79%	1,009,347 19.73%		72,642		444,096
13	FIXED OVERHEAD EXPENSES							
14	Salaries - Owners/General Managers	20	28,252 3.77%	160,407 3.14%		9,888		56,142
15	Salaries - Supervision	21	89,316 11.92%	628,214 12.28%		27,268		192,750
16	Salaries - Clerical	22	26,475 3.53%	194,752 3.81%		8,484		62,275
17	Other Salaries & Wages	23	89,975 12.01%	618,644 12.10%		10,826		89,126
18	Leave - Vacation, Sick & Holiday Compensation	24	3,130 0.42%	31,602 0.62%		-		4,337
19	Employee Benefits	25	10,080 1.35%	125,374 2.45%		2,814		40,218
20	Worker's Compensation	26	13,419 1.79%	107,352 2.10%		4,696		37,573
21	Pension & Profit Sharing	28	2,874 0.38%	19,281 0.38%		1,537		11,332
22	Taxes Payroll	27	34,048 4.54%	273,161 5.34%		19,577		153,012
23	TOTAL SALARIES & WAGES (LINES 14 TO 22)		297,569 39.71%	2,156,767 42.21%		85,090		642,765
24	Advertising Expense - Hyundai Print, TV, Radio, Other	46	(14,824) -1.98%	(101,437) -1.98%		(22,342)		(189,946)
25	Advertising Expense - Hyundai Internet Digital Only	47	46,373 6.19%	342,766 6.70%		32,348		293,114
26	Less Advertising Support from Hyundai	48	-	-		-		-
27	Advertising - Other Franchise(s)	49	-	-		-		-
28	Training	50	1,526 0.20%	7,196 0.14%		567		2,054
29	Company Vehicle Expense	51	3,819 0.51%	35,214 0.69%		559		14,832
30	Stationery, Office Supplies & Postage	60	4,689 0.63%	32,311 0.63%		3,250		22,170
31	Small Tools & Other Supplies	61	17,454 2.33%	86,401 1.69%		3,575		18,960
32	Contributions	66	2,275 0.30%	5,923 0.12%		796		2,298
33	Policy Work - Service, Parts & Body Shop Depts.	67	13,239 1.77%	19,770 0.39%		-		-
34	Outside Services	68	30,603 4.08%	239,127 4.66%		13,527		106,027
35	Laundry & Uniforms	69	3,606 0.48%	15,678 0.31%		1,029		4,142
36	Travel and Entertainment	70	2,238 0.30%	14,037 0.27%		828		3,742
37	Membership, Dues and Publications	71	3,931 0.52%	26,213 0.51%		944		7,210
38	Legal, Accounting and Auditing Expense	72	6,164 0.82%	31,870 0.62%		2,158		11,139
39	Freight, Express and Cartage - Parts Department	73	2,041 0.27%	13,215 0.26%		-		-
40	Telephone	74	1,391 0.19%	10,783 0.21%		487		3,774
41	Data Processing	77	7,067 0.94%	53,418 1.04%		1,794		14,539
42	Adjustments for Doubtful Accounts	852	-	-		-		-
43	Less Bad Debts Recovered	802	-	-		-		-
44	Miscellaneous	78	21,000 2.80%	164,000 3.21%		7,350		57,400
45	TOTAL SEM-FIXED EXPENSE (LINES 24 TO 44)		162,692 20.36%	996,475 19.49%		46,870		315,455
46	Rent	80	67,078 8.95%	559,855 10.95%		23,523		211,807
47	Amortization - Leaseholds	81	1,227 0.16%	9,812 0.19%		405		3,238
48	Repairs - Real Estate	82	1,460 0.19%	19,461 0.38%		511		5,803
49	Depreciation - Buildings and Improvements	83	-	-		-		-
50	Taxes - Real Estate	84	11,123 1.48%	79,417 1.55%		3,788		27,508
51	Insurance - Building and Improvements	85	-	-		-		-
52	Interest - Real Estate Mortgage	86	18,083 2.41%	147,488 2.88%		6,329		51,621
53	SUB TOTAL - OCCUPANCY EXPENSES (LINES 46 TO 82)		98,971 13.21%	616,033 12.06%		34,656		299,977
54	Heat, Light, Power and Water	87	5,955 0.79%	31,087 0.61%		2,084		10,880
55	Insurance - Other than Bldgs & Improve.	88	8,667 1.16%	75,811 1.48%		4,026		32,261
56	Taxes - Other than Real Estate, Income & Payroll	89	-	-		-		-
57	Repairs - Equipment	90	2,585 0.35%	33,320 0.65%		426		4,820
58	Depreciation - Other than Bldgs & Improve	91	8,526 1.14%	69,367 1.36%		2,191		17,459
59	Equipment Rental	92	-	-		-		-
60	TOTAL FIXED EXPENSE (LINES 53 TO 59)		124,714 16.84%	1,025,818 20.05%		43,283		365,497
61	TOTAL FIXED OVERHEAD EXPENSE (LINES 23 + 45 + 60)		574,875 76.71%	4,180,860 81.74%		175,243		1,333,717
62	TOTAL EXPENSES (LINES 12 + 61)		700,711 93.50%	5,180,207 101.48%		247,885		1,768,313
63	DEPT PROFIT OR LOSS (LINE 2 MINUS LINE 62)					6,323		(291,887)
64	OPERATING PROFIT OR LOSS (LINE 2 MINUS LINE 62)		49,660	(75,676)				
65	Net Additions and Deductions (PAGE 6 - LINES 9 + 17)		155,926	1,023,288				
66	NET PROFIT OR (LOSS) - Before Bonuses & Income Taxes		204,606	947,612				
67	Bonuses - Employees		-	-				
68	Bonuses - Owners		-	-				
69	NET PROFIT OR (LOSS) - After Bonuses & Before Income Taxes		204,606	947,612				
70	Income Taxes		-	-				
71	NET PROFIT OR (LOSS) - After Bonuses & Income Taxes		204,606	947,612				

DEPARTMENTAL INCOME AND DIRECT EXPENSE			OMIT CENTS				PAGE 3				
LINE NO	NAME OF ACCOUNT	ACCT NO	B - USED VEHICLE DEPT		C - SERVICE DEPT.		D-PARTS & ACCESS DEPT.		E - BODY SHOP DEPT		LINE NO
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	NET SALES (FROM PAGE 5)		2,227,094	15,053,283	411,593	3,020,321	532,289	3,660,017	-	-	1
2	GROSS PROFIT (FROM PAGE 5)		106,342	851,504	232,749	1,750,358	155,592	1,036,043	-	-	2
3	GROSS PROFIT PER CENT OF SALES		4.77%	5.66%	56.55%	57.95%	29.23%	28.31%	-	-	3
4	VARIABLE SELLING EXPENSES										4
5	Salespeople Commission & Incentives	11	16,184	192,005	17,403	190,850	-	13,916	-	-	5
6	F & I Managers Compensation & Incentives	12	11,415	110,388							6
7	Delivery Expense	13	921	4,548							7
8	Policy Work - Vehicles	14	590	3,963							8
9	Interest - Floor Planning	15	6,681	49,085							9
10	Demonstrator Expense	16	-	-							10
11	Used Vehicle Maintenance Expense	17	-	-							11
12	TOTAL VARIABLE SELLING EXP. (LINES 5 TO 11)		35,791	359,985	17,403	190,850	-	13,916	-	-	12
13	FIXED OVERHEAD EXPENSES										13
14	Salaries - Owners/General Managers	20	7,063	40,102	7,063	40,102	4,238	24,061	-	-	14
15	Salaries - Supervision	21	23,605	162,837	15,877	124,770	22,566	148,057	-	-	15
16	Salaries - Clerical	22	5,890	43,822	9,746	71,127	2,355	17,528	-	-	16
17	Other Salaries and Wages	23	837	27,498	57,004	367,327	21,308	138,693	-	-	17
18	Leave - Vacation, Sick & Holiday Compensation	24	-	-	3,130	26,929	-	338	-	-	18
19	Employee Benefits	25	2,045	27,594	3,843	47,232	1,378	10,330	-	-	19
20	Workers Compensation	28	3,355	26,838	3,355	26,838	2,013	16,103	-	-	20
21	Pension & Profit Sharing	26	554	1,756	587	4,880	196	1,293	-	-	21
22	Taxes Payroll	27	2,832	23,522	8,843	73,224	2,798	23,403	-	-	22
23	TOTAL SALARIES & WAGES (LINES 14 TO 22)		46,181	353,769	109,448	782,429	56,850	379,604	-	-	23
24	Advertising Expense - Hyundai Print, TV, Radio, Other	46	5,403	41,122	1,030	30,172	1,085	13,215	-	-	24
25	Advertising Expense - Hyundai Internet Digital Only	47	10,591	84,486	3,616	18,768	(182)	6,388	-	-	25
26	Less Advertising Support from Hyundai	48	-	-	-	-	-	-	-	-	26
27	Advertising - Other Franchise(s)	49	-	-	-	-	-	-	-	-	27
28	Training	50	283	1,027	805	3,858	71	257	-	-	28
29	Company Vehicle Expense	51	28	161	2,033	11,872	1,199	8,349	-	-	29
30	Stationery, Office Supplies & Postage	60	1,316	9,006	107	1,058	16	77	-	-	30
31	Small Tools & Other Supplies	61	2,534	12,768	7,618	38,364	3,727	16,309	-	-	31
32	Contributions	66	569	1,106	569	1,856	341	863	-	-	32
33	Policy Work - Service, Parts & Body Shop Depts	67	-	-	13,239	19,467	-	303	-	-	33
34	Outside Services	68	6,849	55,815	7,579	63,004	2,648	14,281	-	-	34
35	Laundry & Uniforms	69	67	383	1,629	7,870	881	3,283	-	-	35
36	Travel and Entertainment	70	501	2,331	652	5,852	257	2,112	-	-	36
37	Membership, Dues and Publications	71	1,356	7,775	572	3,303	1,059	7,925	-	-	37
38	Legal, Accounting and Auditing Expense	72	1,541	7,981	1,541	8,003	924	4,767	-	-	38
39	Freight, Express and Cartage - Parts Department	73	-	-	-	-	2,041	13,215	-	-	39
40	Telephone	74	348	2,696	348	2,696	208	1,617	-	-	40
41	Data Processing	77	1,151	9,317	3,346	23,316	776	6,246	-	-	41
42	Adjustments for Doubtful Accounts	852	-	-	-	-	-	-	-	-	42
43	Bad Debts Recovered	802	-	-	-	-	-	-	-	-	43
44	Miscellaneous	78	5,250	41,000	5,250	41,000	3,150	24,600	-	-	44
45	TOTAL SEMI-FIXED EXPENSE (LINES 24 TO 44)		37,787	276,954	49,734	280,459	18,201	123,607	-	-	45
46	Rent	80	16,776	134,089	16,737	133,737	10,042	80,242	-	-	46
47	Amortization - Leaseholds	81	245	1,962	405	3,238	172	1,374	-	-	47
48	Repairs - Real Estate	82	365	4,145	365	6,734	219	2,778	-	-	48
49	Depreciation - Buildings & Improvements	83	-	-	-	-	-	-	-	-	49
50	Taxes - Real Estate	84	2,706	19,669	3,006	20,482	1,623	11,758	-	-	50
51	Insurance - Building & Improvements	85	-	-	-	-	-	-	-	-	51
52	Interest - Real Estate Mortgage	86	4,521	36,872	4,521	36,872	2,712	22,123	-	-	52
53	SUB TOTAL - OCCUPANCY EXPENSES (LINES 46 TO 52)		24,613	196,717	25,034	201,063	14,768	119,276	-	-	53
54	Heat, Light, Power and Water	87	1,489	7,772	1,489	7,772	893	4,663	-	-	54
55	Insurance - Other than Bldgs & Improvs	88	1,651	14,844	2,000	19,800	990	8,906	-	-	55
56	Taxes - Other than Real Estate, Income & Payroll	89	-	-	-	-	-	-	-	-	56
57	Repairs - Equipment	90	183	3,161	1,810	23,052	176	2,177	-	-	57
58	Depreciation - Other than Bldgs. & Improvs	91	1,227	13,931	3,094	22,261	2,014	15,716	-	-	58
59	Equipment Rental	92	-	-	-	-	-	-	-	-	59
60	TOTAL FIXED EXPENSE (LINES 53 TO 59)		29,163	236,426	33,427	273,956	18,841	149,736	-	-	60
61	TOTAL FIXED OVERHEAD EXPENSE (LINES 23 + 45 + 60)		113,131	867,148	192,809	1,336,846	93,692	653,149	-	-	61
62	TOTAL EXPENSES (LINES 12 + 61)		148,922	1,227,133	210,012	1,627,898	93,692	667,065	-	-	62
63	DEPARTMENTAL PROFIT OR (LOSS) (LINE 2 MINUS LINE 62)		(42,580)	(375,629)	22,737	222,662	61,700	368,978	-	-	63

PAGE 4 MONTH-TO-DATE					NEW VEHICLE DEPARTMENTAL SALES GROSS PROFIT					YEAR-TO-DATE				
LINE NO	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD		NEW VEHICLE DEPARTMENT		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	LINE NO		
1	8	167,783	(1,595)	(268)		Sonata	401	73	1,884,840	(27,961)	(383)	1		
2	17	364,444	(10,787)	(635)		Elantra	403	149	3,058,073	(94,521)	(634)	2		
3	-	-	-	-		Accent	404	10	175,511	(3,192)	(319)	3		
4	5	142,925	1,713	343		Veloster	449	19	481,700	(6,746)	(355)	4		
5	-	-	-	-		Azera	432	-	-	-	-	5		
6	10	282,557	812	81		Ioniq	471	81	2,131,000	2,049	25	6		
7	-	-	-	-		G80	473	-	-	-	-	7		
8	-	-	-	-		G90	474	-	-	-	-	8		
9	-	-	-	-		Hyundai Car New Product #1	509	-	-	-	-	9		
10	-	-	-	-								10		
11	-	-	-	-								11		
12	38	957,889	(8,857)	(259)		Hyundai Car Retail Subtotal (LINES 1 to 11)		332	7,704,924	(130,371)	(393)	12		
13	19	608,700	13,734	722		Santa Fe	406	102	3,301,880	30,696	301	13		
14	11	308,375	5,774	525		Tucson	408	79	2,165,324	5,239	66	14		
15	14	478,568	14,077	1,006		Kona	428	77	2,335,663	26,372	342	15		
16	-	-	-	-		Nexo	429	-	-	-	-	16		
17	5	226,470	15,209	3,042		Hyundai Truck New Product #1	514	14	649,661	3,962	283	17		
18	-	-	-	-		Hyundai Truck New Product #2	515	-	-	-	-	18		
19	-	-	-	-								19		
20	49	1,622,113	48,774	995		Hyundai Truck Retail Subtotal (LINES 13 to 19)		272	8,452,528	66,289	244	20		
21	87	2,578,802	38,917	447		Total New Hyundai Retail Subtotal (LINES 12 + 20)		604	16,161,452	(64,102)	(105)	21		
22	3	74,258	(2,295)	(765)		Sonata	401L	27	672,132	(22,941)	(850)	22		
23	1	19,147	(1,040)	(1,040)		Elantra	403L	52	1,083,409	(37,851)	(728)	23		
24	-	-	-	-		Accent	404L	-	-	-	-	24		
25	-	-	-	-		Veloster	449L	2	42,545	(1,998)	(999)	25		
26	-	-	-	-		Azera	412L	-	-	-	-	26		
27	1	32,380	3,570	3,570		Ioniq	471L	12	348,475	7,682	640	27		
28	-	-	-	-		G80	473L	-	-	-	-	28		
29	-	-	-	-		G90	474L	-	-	-	-	29		
30	-	-	-	-		Hyundai Car New Product #1	509L	-	-	-	-	30		
31	-	-	-	-								31		
32	-	-	-	-								32		
33	5	126,785	235	47		Hyundai Car Lease Subtotal (LINES 22 TO 32)		93	2,146,581	(55,108)	(593)	33		
34	3	101,825	(1,345)	(448)		Santa Fe	406L	32	1,049,844	(11,146)	(348)	34		
35	7	190,325	1,039	148		Tucson	4086	33	911,929	(4,788)	(145)	35		
36	2	65,400	731	368		Kona	428L	27	671,225	(13,862)	(513)	36		
37	-	-	-	-		Nexo	429L	-	-	-	-	37		
38	3	126,183	7,344	2,448		Hyundai Truck New Product #1	514L	5	217,629	56,430	11,286	38		
39	-	-	-	-		Hyundai Truck New Product #2	515L	-	-	-	-	39		
40	-	-	-	-								40		
41	15	483,533	7,789	518		Hyundai Truck Lease Subtotal (LINES 34 TO 40)		97	2,850,837	38,634	275	41		
42	20	609,316	8,004	400		Total Hyundai Lease Subtotal (LINES 33 + 41)		190	4,907,188	(78,474)	(150)	42		
43	107	3,189,120	48,921	439		Total Hyundai New Car & Truck Retail & Lease (LINES 21 + 42)		794	21,158,640	(92,576)	(117)	43		
44	-	-	-	-		Hyundai Car & Truck Fleet	409	-	-	-	-	44		
45	107	3,189,120	48,921	439		Total Hyundai Car & Truck + Fleet (LINES 43 + 44)		794	21,158,640	(92,576)	(117)	45		
46	-	-	81,001	-		Incentives - Hyundai	616A	-	-	532,884	-	46		
47	-	-	19,400	-		Earmark - Hyundai	646A	-	-	142,210	-	47		
48	-	-	-	-		Dealer Performance Bonus - Hyundai	652A	-	-	-	-	48		
49	-	-	-	-		CXB Program - Hyundai	452A	-	-	-	-	49		
50	107	3,189,120	147,322	1,377		Total Hyundai Car & Truck Front-End (LINES 43 + 46 to 49)		794	21,158,640	582,518	734	50		
51	(92)	-	29,832	(324)		Finance Income - Hyundai	611A	(648)	-	231,993	(358)	51		
52	-	-	-	-		Insurance Income - Hyundai	613A	-	-	-	-	52		
53	44	-	16,102	366		GAP Income - Hyundai	640A	240	-	84,903	354	53		
54	49	103,280	33,173	677		Hyundai Protection Plan	414A	607	1,125,934	429,023	707	54		
55	40	53,170	21,570	539		Extended Service Contract - Hyundai	415A	128	139,236	55,500	434	55		
56	-	-	-	-		HVC (Hyundai Vehicle Care)	447	-	-	-	-	56		
57	-	-	-	-		Chargebacks - Hyundai	618A	-	-	5,836	-	57		
58	-	-	13,485	679	164	Aftermarket Income - Hyundai	417A	-	209,530	98,525	301	58		
59	41	189,935	107,386	2,619		F&I Subtotal - Hyundai (LINES 51 TO 58)		327	1,474,700	894,108	2,794	59		
60	148	3,359,055	254,708	1,721		Total New Vehicle - Hyundai (LINES 44 + 50 + 59)		1,121	22,633,340	1,476,626	1,317	60		
61	-	-	-	-		New Car Retail - Other	420	-	-	-	-	61		
62	-	-	-	-		New Car Fleet - Other	421	-	-	-	-	62		
63	-	-	-	-		New Car Lease - Other	422	-	-	-	-	63		
64	-	-	-	-		New Truck Retail - Other	423	-	-	-	-	64		
65	-	-	-	-		New Truck Fleet - Other	424	-	-	-	-	65		
66	-	-	-	-		New Truck Lease - Other	492	-	-	-	-	66		
67	-	-	-	-		Finance Income - Other	611B	-	-	-	-	67		
68	-	-	-	-		Insurance Income - Other	613B	-	-	-	-	68		
69	-	-	-	-		GAP Income - Other	640B	-	-	-	-	69		
70	-	-	-	-		Extended Service Contract - Other	415B	-	-	-	-	70		
71	-	-	-	-		Incentives - Other	616B	-	-	-	-	71		
72	-	-	-	-		Chargebacks - Other	618B	-	-	-	-	72		
73	-	-	-	-		Aftermarket Income - Other	417B	-	-	-	-	73		
74	-	-	-	-		F & I Subtotal - Other (LINES 67 TO 73)		-	-	-	-	74		
75	-	-	-	-		Total New Vehicle - Other (LINES 61 TO 66 + LINE 74)		-	-	-	-	75		
76	-	-	-	-		Cost of Sales Adj. - New Veh. LIFO	825	-	-	-	-	76		
77	148	3,359,055	254,708	1,721		TOTAL NEW VEHICLE DEPT (LINES 60 + 75 + 76)		1,121	22,633,340	1,476,626	1,317	77		

PAGE 5 MONTH-TO-DATE					USED VEHICLE, SERVICE, & PARTS OPERATIONS					YEAR-TO-DATE				
LINE NO	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	USED VEHICLE DEPARTMENT	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	LINE NO				
1	13	187,344	13,893	1,069	Used Retail - Hyundai	441	95	1,381,363	99,004	1,042	1			
2	52	1,021,551	56,587	1,088	Certified Used - Hyundai	442	378	7,189,193	454,591	1,203	2			
3			(12,180)	(187)	Retail Reconditioning - Hyundai	631		(76,233)	(161)	3	3			
4			(58,350)	(898)	Certified - Hyundai Reconditioning	632		(430,650)	(910)	4	4			
5	65	1,208,895	(50)	(1)	Subtotal Hyundai Used Retail & CPO (LINES 1 TO 4)	473	8,570,556	46,712	99	5	5			
6	20	382,616	38,427	1,921	Used Retail - Other Makes - Cars	430A	148	2,974,508	241,118	1,651	6			
7					Used Retail - Other Makes - Trucks	430B					7			
8					Used Retail - Other Makes - SUV & CUV	430C					8			
9			(19,381)	(969)	Retail Reconditioning - Other Makes	631A		(176,036)	(372)	9	9			
10	20	382,616	19,046	952	Subtotal Other Used Retail (LINES 6 TO 9)	148	2,974,508	65,082	446	10	10			
11	85	1,581,511	18,996	223	Subtotal Front-End Used Retail & CPO (LINES 5 + 10)	619	11,545,064	111,794	181	11	11			
12	62	525,300	15,288	247	Used Wholesale	433	362	2,434,210	114,704	317	12			
13					Adj. Used Vehicle Inventory	634					13			
14	147	2,116,811	34,284	233	Subtotal Front-End Used Retail & CPO & Wholesale (LINES 11 TO 13)	981	13,979,274	226,498	231	14	14			
15	(58)		26,611	(475)	Finance Income - Used	635	(401)	187,328	(467)	15	15			
16					Insurance Income - Used	636					16			
17	34		10,057	296	GAP Income - Used	643	187	53,944	288	17	17			
18	2	3,400	1,064	532	Hyundai Protection Plan - Used	444	67	99,483	29,241	436	18			
19	50	106,883	40,119	802	Extended Service Contract - Used	437	435	974,506	396,752	912	19			
20	85	110,283	77,851	916	Subtotal F&I - Used (LINES 15 TO 19)	619	1,073,989	667,265	1,078	20	20			
21			(6,043)		Chargebacks - Used	638		(45,509)		21	21			
22			250	250	Aftermarket Income - Used	445		3,250		22	22			
23					Cost of Sales Adj. : Used Veh. LIFO	639					23			
24	147	2,227,094	106,342	723	TOTAL USED VEHICLE DEPT (LINES 14 + 20 TO 23)	981	15,053,263	851,604	868	24	24			
25	295	5,886,149	361,050	1,224	TOTAL NEW & USED (LINE 24 + PAGE 4 LINE 77)	2,102	37,688,603	2,328,130	1,108	25	25			
26	# RO WRITTEN	SALES	GROSS PROFIT	G.P. % SALES	SERVICE - PARTS & ACCESSORIES DEPTS.	# RO WRITTEN	SALES	GROSS PROFIT	G.P. % SALES	26	26			
27	590	97,850	73,878	75.50	Cust. Mech. Labor - Hyundai	450A	4,461	736,959	555,321	75.39	27			
28	971	24,788	15,779	63.66	Assurance Car Care Express - Hyundai	451A	7,347	183,517	120,785	65.82	28			
29	1	20	6	30.00	Complimentary Maintenance - Hyundai	493A	7	557	465	83.48	29			
30	652	124,542	100,351	80.58	Warranty Claims Mech. Labor - Hyundai	454A	5,373	855,222	691,307	80.83	30			
31	358	44,025	36,530	82.98	Internal Mech. Labor - Hyundai	455A	2,316	360,072	293,349	81.47	31			
32	2,572	291,225	226,544	77.79	Subtotal Labor - Hyundai (LINES 27 TO 31)	19,504	2,136,327	1,661,227	77.76	32	32			
33					Cust. Mech. Labor - Other	450B					33			
34					Car Care Express - Other Franchise	451B					34			
35					Complimentary Maintenance - Other Franchise	493B					35			
36					Warranty Claims Mech. Labor - Other	454B					36			
37					Internal Mech. Labor - Other	455B					37			
38					Subtotal Labor - Other (LINES 33 TO 37)						38			
39	463	120,368	15,030	12.49	Sublet Repairs - Mech	456	3,196	893,994	142,195	16.09	39			
40			(8,825)		Unapplied Labor	657		(53,064)		40	40			
41					Miscellaneous	459					41			
42	3,035	411,593	232,749	56.56	TOTAL SERVICE DEPT (LINES 32+ 38 TO 41)	22,700	3,020,321	1,750,358	57.95	42	42			
43		102,741	40,467	39.39	P & A - R.O - Customer - Hyundai	460A		684,911	258,741	37.78	43			
44		12,592	4,961	39.40	P & A - Assurance Car Care Expr. Hyun	472A		103,498	40,301	38.94	44			
45					P & A - Complimentary Maintenance - Hyundai	494A		55	55	100.00	45			
46					P & A - R.O - Body Shop - Hyundai	462A					46			
47		267,013	77,099	28.87	P & A - Warr. Claims - Hyundai	464A		1,770,444	501,921	28.35	47			
48		35,741	9,375	26.23	P & A - Internal - Hyundai	465A		232,015	68,262	29.42	48			
49	148	10,705	2,973	27.77	P & A - Counter - Hyundai	468A	1,199	68,450	20,505	29.96	49			
50	344	82,197	12,146	14.78	P & A - Wholesale - Hyundai	467A	2,404	579,649	91,241	15.74	50			
51	490	510,989	147,021	28.77	Subtotal P & A - Hyundai (LINES 43 TO 50)	3,603	3,439,022	981,026	28.53	51	51			
52					P & A - R.O - Customer - Other Franchise	460B					52			
53					P & A - Car Care Express - Other Franchise	472B					53			
54					P & A - Complimentary Maintenance - Other Franchise	494B					54			
55					P & A - R.O - Body Shop - Other	462B					55			
56					P & A - Warranty Claims - Other	464B					56			
57					P & A - Internal - Other	465B					57			
58					P & A - Counter - Other	468B					58			
59					P & A - Wholesale - Other	467B					59			
60					Subtotal P & A - Other (LINES 52 TO 58)						60			
61			(4,420)		P & A - Invent. Adj. - Hyundai/Other	675		(13,375)			61			
62					Non-Auto & Aftermarket Mds., Misc	481					62			
63					Tires	491					63			
64		21,300	4,151	19.49	Gas, Oil, Grease, & Tires	490		220,995	41,639	18.84	64			
65					Cost of Sales Adj. : P & A LIFO	680					65			
66	490	532,289	155,592	29.23	TOTAL P & A DEPT (LINES 51 + 60 TO 65)	3,603	3,660,017	1,036,043	28.31	66	66			
67					Customer Body Shop Labor	500					67			
68					Warranty Claims Body Shop Labor	504					68			
69					Internal Body Shop Labor	505					69			
70					Sublet - Body Shop	506					70			
71					Paint, Materials & Misc - Body Shop	507					71			
72					Unapplied Labor	708					72			
73					TOTAL BODY SHOP DEPT (LINES 67 TO 72)						73			
74	3,625	943,882	388,341	41.14	TOTAL SVS, P&A, I.I.S. DEPTS (LINES 42 + 66 + 73)	26,303	6,680,338	2,786,401	41.71	74	74			
75		6,530,031	749,391	11.48	TOTAL P&A DEPTS (LINES 25 + 74)		44,386,941	5,114,531	11.53	75	75			

LINE NO	Management Operating Information										LINE NO					
1											1					
2	Additions To Income					Personnel Summary					2					
3	ACCOUNT	Acct #	Month	YTD		Hyundai	New	Other	Combine	Used	Service	Parts	Body	Admin	Total	3
4	Cash Discount Earned	800	-	-		Owners	-	-	-	-	-	-	-	-	1	4
5	Interest Earned	801	-	-		Management	3	1	-	1	2	-	-	-	1	9
6	Capital Assets, Gains	803	-	-		Salespeople	10	3	-	7	-	2	-	-	-	22
7	Other Income	805	179,978	1,194,655		Technicians	-	-	-	-	16	-	-	-	16	
8	Lease and Rental Units Income	809	-	-		Service Advisors	-	-	-	-	4	-	-	-	4	
9	TOTAL		179,978	1,194,655		Clerical	2	3	1	1	4	1	-	-	2	14
10	Deductions From Income					Other	3	-	-	-	-	4	2	-	-	9
11	Interest Expense	851	-	-		TOTAL - Hyundai	18	7	1	9	30	6	-	-	4	75
12	Capital Assets, Losses	853	-	-												12
13	Other Deductions	855	18,202	113,212												13
14	Repossession Losses	857	-	-												14
15	Casualty Losses	858	-	-		Hourly Labor Rates										15
16	Lease and Rental Units Expense	859	5,850	68,155		Hyundai Mech.			13,000		12,900		13,000			16
17	TOTAL		24,052	171,367		Hyundai Body			-		-		-			17
18						Other Franchise Mech			-		-		-			18
19	Aged Receivables	Total	Current	30-60	Over 60	Other Fran Body Shop			-		-		-			19
20	Customer Notes	#####	#####	103,613	-	Service Bays										20
21	Accounts Rec. Vehicle	#####	1,710,908	103,613	-	Hyundai			CC Express		Other					21
22						10			2		0					22
23	Service Technicians Hours															23
24	Total Available Hours	2340	17778	0	0	Cash Management			Total		Over Aged		% of Total			24
25	Actual Hours Work (incl OT)	2340	17778	0	0	Service & Parts Receivables			1,563,637		42,175		2.70			25
26	Total Hours Sold	2664	19522	0	0	Warranty Receivables			295,047		-		-			26
27						New Vehicles & Demo Inventory			6,501,487		-		-			27
28						Used Vehicle Inventory			1,758,866		668,223		37.99			28
29						Parts & Accessories Inventory			661,208		-		-			29
30	# of Service Customers			1958	15644	Other Factory Receivables Incentives			495,165		15,667		3.16			30
31	# of New Vehicle Ups			224	2613	TOTAL			11,275,410							31
32	Service Rental Units			0	0	TOTAL FROZEN CASH					726,065		6.44			32
33																33
34						Inventory Analysis			Units		Am't After LIFO Adj					34
35						New Demos			-		-		-			35
36						New Vehicles			-		-		-			36
37						Used Vehicles			-		-		-			37
38						Parts & Accessories			-		-		-			38
39						TOTAL			-		-		-			39



2025 Auto Park Way  
 Escondido, California 92029  
 Phone: (760) 294-2300  
 www.hyundaiescondido.com

I agree to pay cash or satisfactory terms to you, including "Service Charge", not to exceed 11/2% per month, should the amount become delinquent. PARTS and SERVICE DISCLAIMER. The Seller hereby disclaims all warranties, either express or implied, including any implied warranty of merchantability or fitness for a particular purpose on labor and parts. All warranties, if any, by a manufacturer or supplier other than dealer are theirs, not dealer's, and only such manufacturer or other supplier shall be liable for performance under such warranties, unless dealer furnishes buyer with a separate written warranty or service contract made by dealer on its own behalf. Dealer hereby disclaims all warranties, express or implied, including any implied warranties of merchantability or fitness for a particular purpose, (A) On all goods and services sold by dealer; and (B) on all used vehicles which are hereby sold "As-is-not expressly warranted or guaranteed." Special order items must be paid for in advance. No parts accepted for return without this invoice or after 20 days. There will be a 20% charge on parts returned within 20 days. ELECTRICAL AND SPECIAL ORDER PARTS NOT RETURNABLE.

DATE ENTERED 01 OCT 19	YOUR ORDER NO. 70022341	DATE SHIPPED 01 OCT 19	INVOICE DATE	INVOICE NUMBER 9234	08:58
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ACCOUNT NO. 6996807

TEMECULA HYUNDAI  
 27430 YNEZ RD  
 TEMECULA, CA 92591

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PAGE 1 OF 1

SHIP VIA	SLSM. 2104	B/L NO.	TERMS CASH WHOLESALE	F.O.B. POINT ESCONDIDO CA
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QTY	SHIP	B.O.	PART NO.	DESCRIPTION	LIST	NET	AMOUNT
1	1	0	97311-3Q000	HOSE ASSY-	17.31	11.80	11.80
1	1	0	97312-3Q000	HOSE ASSY-	17.31	11.80	11.80

PAID WITH

AME-X

2410

INITIALS Pan

AMOUNT \$23.60

Thank You!  
 We  
 Appreciate  
 Your  
 Patronage!

PARTS	23.60
SUBLET	
FREIGHT	0.00
SALES TAX	0.00
<b>TOTAL</b>	<b>\$23.60</b>

CUSTOMER'S SIGNATURE  
 X

# ROMERO MOTORS CORPORATION

MAZDA · BUICK · HYUNDAI  
ONTARIO AUTO CENTER

1307 KETTERING LOOP  
ONTARIO, CALIFORNIA 91761  
(909) 390-8484



DATE ENTERED 01 OCT 19	YOUR ORDER NO. STEVE	DATE SHIPPED 01 OCT 19	INVOICE DATE 01 OCT 19	INVOICE NUMBER 348349
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ACCOUNT NO. 311173

TEMECULA HYUNDAI  
27430 YNEZ RD  
TEMECULA, CA 92591-4638

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PAGE 1 OF 1

SHIP VIA	SLSM. 299	B/L NO.	TERMS CHARGE	F.O.B. POINT ONTARIO CA
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QUANTITY				PART NO.	DESCRIPTION	PRICE	NET	AMOUNT
ORD.	SHIP	B.G.	BIN					
2	2	307		27300-3F100	COIL ASSY-	112.63	76.81	153.62

PAID

OCT 01 2019

BY: *[Signature]*

PAID WITH

P.O.#	AMEX	AC#	2410
R.O.#		AC#	
AUTHORIZATION		AC#	
INITIALS	Paul	AMOUNT	\$ 153.62

Thank  
You  
For  
Your  
Business!

3\*\*\* THANK YOU FOR YOUR BUSINESS \*\*\*

MONDAY-FRIDAY 7:30-6:00PM

\*\*\* SATURDAY 8:00-4:00

PLEASE NOTE AIR BAGS, MODULES  
HARNESES, SENSORS ARE NOT RETURNABLE

CUSTOMER'S SIGNATURE  
X

PARTS	153.62
SUBLET	
FREIGHT	0.00
SALES TAX	0.00
<b>TOTAL</b>	<b>\$153.62</b>

NO REFUNDS WITHOUT THIS INVOICE. NO RETURNS AFTER 15 DAYS. NO RETURNS ON ELECTRICAL PARTS. NO RETURNS ON SPECIAL ORDER PARTS. 30% RESTOCKING CHARGE.

Any warranties on the item/items sold hereby are those made by the manufacturer. The seller, hereby expressly disclaims all warranties, either express or implied, including any implied warranty of merchantability or fitness for a particular purpose, and the seller neither assumes nor authorizes any other person to assume for it any liability in connection with the sale of this item/items. Buyer shall not be entitled to recover from the seller any consequential damages, damages to property, damages for loss of use, loss of time, loss of profit or income, or any other incidental damages.

# DCH KIA OF TEMECULA



26799 YNEZ ROAD  
 TEMECULA, CA 92591  
 (951) 699-3331 · FAX (951) 491-2105  
**PARTS PHONE: (951) 699-3331 · PARTS FAX: (951) 491-2105**  
 E-MAIL: parts@dchkiaoftemecula.com  
 www.dchkiaoftemecula.com

**RETURN/REFUND POLICY:** ALL RETURNS MUST BE ACCOMPANIED BY THIS INVOICE AND ARE SUBJECT TO A 15% HANDLING CHARGE. RETURNED ITEMS MUST BE IN THE ORIGINAL UNOPENED BOX OR CONTAINER. PLEASE NOTE THAT THE DEALERSHIP WILL NOT ACCEPT RETURNS OR MAKE REFUNDS AFTER 30 DAYS. NO REFUNDS OR RETURNS ON SPECIAL ORDER PARTS OR ELECTRICAL PARTS.

**DISCLAIMER OF WARRANTY:** ALL PARTS AND ACCESSORIES ARE SOLD BY OUR DEALERSHIP AS IS. OUR DEALERSHIP DISCLAIMS ALL WARRANTIES, EXPRESSED AND IMPLIED, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, IN CONNECTION WITH THE SALE OF PARTS AND ACCESSORIES. THE ENTIRE RISK AS TO THE QUALITY AND PERFORMANCES OF THE VEHICLE AND PARTS AND ACCESSORIES IS WITH THE CUSTOMER AND, IF APPLICABLE, THE MANUFACTURER. IF THE VEHICLE OR ANY INSTALLED PARTS OR ACCESSORIES SHOULD PROVE DEFECTIVE FOLLOWING THEIR PURCHASE, THE CUSTOMER AND POSSIBLY THE MANUFACTURER AND NOT THE DEALERSHIP ASSUME THE THE ENTIRE COST OF ANY NECESSARY SERVICING OR REPAIR. CUSTOMER SHALL NOT BE ENTITLED TO RECOVER FROM THE DEALERSHIP ANY CONSEQUENTIAL DAMAGES, DAMAGES TO PROPERTY, DAMAGES FOR LOSS OF USE, LOSS OF TIME, LOSS OF PROFITS OR INCOME, OR ANY OTHER INCIDENTAL DAMAGES.

DATE ENTERED 27 SEP 19	YOUR ORDER NO. 700222	DATE SHIPPED 27 SEP 19	INVOICE DATE 27 SEP 19	INVOICE NUMBER 82405
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ACCOUNT NO. 158335

TEMECULA HYUNDAI  
 27430 YNEZ RD  
 TEMECULA, CA 92591

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PAGE 1 OF 1

SHIP VIA WILL CALL	SLSM. 205005	B/L NO.	TERMS CHARGE	F.O.B. POINT TEMECULA, CA			
ORD.	QUANTITY Ship	BN	PART NO.	DESCRIPTION	LIST	NET	AMOUNT
3	3	0	22127-03000	STUD	07B4	3.33	2.66
							7.98
							Brad Cannon General Manager
							2410
							\$ 7.98
if you are paying with cash please note that returns/refunds greater than \$50 will be paid by check & may take up to 24 hours to process - shop us on-line @ DCHtemecula.com							
CUSTOMER'S SIGNATURE X							
PARTS							7.98
SUBLET							
FREIGHT							0.00
SALES TAX							0.00
<b>TOTAL</b>							<b>\$7.98</b>

**NOTICE TO CONSUMER: PLEASE READ IMPORTANT INFORMATION ON REVERSE SIDE.**

*Thank You For Being Our Guest!*





# Cardinale Automotive Group



0602G75576

THANK YOU FOR YOUR BUSINESS!!

CUST. NO.	TAX EXEMPT NUMBER	CUST. P. O. NO.	SHIP VIA	PAY	SOLD BY	INVOICE DATE	INVOICE
38705	SREH101590654 NONE 951-699-2012	70022189		CHARGE	ERICA	09/25/19	75576 HYW

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TEMECULA HYUNDAI  
27430 INEZ RD  
TEMECULA, CA 92591

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Brad Cannon

*BL*  
General Manager

QUANTITY		PART NUMBER / DESCRIPTION	BIN	LIST	NET	AMOUNT												
SHIP	B. O.																	
1	0	58101-D7A10 PAD KIT-FRONT DIS	1120	89.48	61.03	61.03												
<table border="1" style="width: 100%;"> <tr> <td>70022189</td> <td>AC#</td> <td>2410</td> </tr> <tr> <td>60078436</td> <td>AC#</td> <td></td> </tr> <tr> <td>INITIALS</td> <td>AC#</td> <td></td> </tr> <tr> <td><i>k</i></td> <td>AMOUNT</td> <td>\$61.03</td> </tr> </table>							70022189	AC#	2410	60078436	AC#		INITIALS	AC#		<i>k</i>	AMOUNT	\$61.03
70022189	AC#	2410																
60078436	AC#																	
INITIALS	AC#																	
<i>k</i>	AMOUNT	\$61.03																
<p>THIS WARRANTY DOES NOT COVER PARTS OR ACCESSORIES THAT FAIL DUE TO ABUSE, MISUSE, NEGLIGENCE, ALTERATION OR ACCIDENT OR WHICH HAVE BEEN IMPROPERLY LUBRICATED OR REPAIRED, OR USED IN APPLICATIONS FOR WHICH THEY WERE EITHER NOT ASSIGNED OR NOT APPROVED BY THE COMPANY, OR ARE CLEANED, ADJUSTED OR REPLACED AS A PART OF NORMAL MAINTENANCE, OR SPARK PLUGS THAT ARE OIL FOULED, LEAD FOULED OR WHICH FAIL DUE TO THE USE OF LOW-GRADE FUEL, IMPROPER SELECTION OF HEAT RANGE OR MISAPPLICATION, OR FAILURES CAUSED BY NON-HYUNDAI PARTS.</p> <p>NOTICE TO CONSUMER: PLEASE READ IMPORTANT INFORMATION ON BACK.</p>					SUBTOTAL	61.03												
					TAX	0.00												
<p>AUTHORIZED SIGNATURE _____</p>					FREIGHT	0.00												
					PAY THIS AMOUNT	61.03												

2525 Wardlow Road  
Corona, CA 92882  
(951) 271-3343

Electrical items and special orders not returnable. 30% handling charge on all returns. All claims and returned goods must be accompanied by this invoice. No returns after 30 days. All parts must be returned in original container and in sellable condition. Do not reseal with Tape.

Thank you for choosing The Cardinale Way. We are striving to be different. We are putting you the customer first. Find us on the Internet at CardinalWay.com. Let us in the Parts Department know how we are doing!!!

The Reynolds and Reynolds Company, EPRINTPCE SF659633 Q (01/17)



# RIVERSIDE HYUNDAI

8001 AUTO DRIVE  
RIVERSIDE, CA 92504

Main Direct: (951) 643-5066

Parts Direct: (951) 643-5067

Parts Fax: (951) 509-2167

Monday - Friday 7:00 AM - 7:00 PM

Saturday 7:00 AM - 5:00 PM

Sunday 8:00 AM - 5:00 PM



0105G348942

DUE TO RESTRICTIONS FROM THE MANUFACTURERS  
AIR BAG MODULES AND SEAT BELT PRETENSIONERS  
WILL NO LONGER BE ACCEPTED FOR CREDIT/RETURN

CUST. NO.	TAX EXEMPT NUMBER	CUST. P. O. NO.	SHIP VIA	PAY	SOLD BY	INVOICE DATE	INVOICE
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308147    SREH101590654    70022178    CHARGE    CHRIS DOWNEY    09/25/19    348942  
951-699-6807    HYW

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TEMECULA HYUNDAI  
27430 YNEZ RD  
TEMECULA, CA 92591-4638

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Brad Cannon

*BL*  
General Manager

QUANTITY		PART NUMBER / DESCRIPTION	BIN	LIST	NET	AMOUNT																
SHIP	B. O.																					
4	0	27301-2B120 COIL ASSY-IGNITIO	107	148.06	80.73	322.92																
<p><i>Posted</i> <i>SEP 27 2019</i> <i>Bianca</i></p> <table border="1" style="margin: auto;"> <tr> <td>P.O.#</td> <td>700 22178</td> <td>AC#</td> <td>2410</td> </tr> <tr> <td>R.O.#</td> <td>60078246</td> <td>AC#</td> <td></td> </tr> <tr> <td>AUTHORIZATION</td> <td></td> <td>AC#</td> <td></td> </tr> <tr> <td>INITIALS</td> <td><i>Paci</i></td> <td>AMOUNT</td> <td>\$ 322.92</td> </tr> </table>							P.O.#	700 22178	AC#	2410	R.O.#	60078246	AC#		AUTHORIZATION		AC#		INITIALS	<i>Paci</i>	AMOUNT	\$ 322.92
P.O.#	700 22178	AC#	2410																			
R.O.#	60078246	AC#																				
AUTHORIZATION		AC#																				
INITIALS	<i>Paci</i>	AMOUNT	\$ 322.92																			
ELECTRICAL AND SPECIAL ORDER PARTS NOT RETURNABLE. PARTS NOT RETURNABLE AFTER 20 DAYS. 20% HANDLING CHARGE ON ALL PARTS RETURNED. PARTS MUST BE IN ORIGINAL UNDAMAGED PACKAGE. NO REFUND WITHOUT THIS INVOICE. ALL REFUNDS PAID BY CHECK.  I HAVE READ AND I AGREE TO THE TERMS ON THE BACK OF THIS INVOICE.						SUBTOTAL 322.92  TAX 0.00  FREIGHT 0.00																
CUSTOMER'S SIGNATURE _____						PAY THIS AMOUNT 322.92																

SF703511 Q (04/19)

All Manf. All OEM Cd. All SGrp		In	Last				
MF	Part Number/Description	Invent	Sale	Bin/Shelf	Qty	Cost	Ext Cost
HY	A3MOE-U80F : 2009 GENESIS OWNERS MANUAL	3/17/11	9/13/19	SPORD	1	6.50	6.50
HY	D3061-ADUS6-QQH : TOW HITCH HARNESS-CAMPAIGN	1/26/17	11/04/17	RTN	1	120.00	120.00
HY	G3F14-AC000 : COMPLETE ASSY-CAR MAT	5/20/18	5/20/18	MAT	1	100.00	100.00
HY	J0F72-AU000-18 : ROADSIDE ASSISTANCE KIT	9/18/18		18	5	38.00	190.00
HY	J9F13-AC000 : COMPLETE ASSY-ALL WEATHER MAT	6/16/18		MAT	1	84.00	84.00
HY	00F05-AU000-NFA : TU PAINT PEN NFA	8/03/15	6/29/19	SPORD	1	12.99	12.99
HY	00F05-AU000-PKW : TU PAINT PEN PKW	2/12/14	9/19/19	SPORD	1	12.99	12.99
HY	00F05-AU000-3D : TU PAINT PEN 3D	12/30/11	9/09/19	CSO	1	12.99	12.99
HY	11251-08501 : BOLT	7/10/18		SPORD	2	.88	1.76
HY	12291-04081 : SCREW-MACHINE	6/28/11	2/27/18	1	4	.28	1.12
HY	12294-06251 : SCREW-MACHINE	9/30/16	9/05/19	SPORD	2	.37	.74
HY	13251-10003 : NUT-LOCK	12/04/17	12/04/17	1	2	.31	.62
HY	13395-06001 : NUT-FLANGE	8/17/16	3/28/18	1	6	.25	1.50
HY	14720-21008 : CLAMP-HOSE	1/19/17	1/19/17	SPORD	2	.90	1.80
HY	18643-16004-N : BULB	11/11/13	6/10/19	SPORD	3	1.80	5.40
HY	18790-05261 : FUSE-MICRO 10A	2/16/18		1	10	.48	4.80
HY	2B014-ADU10 : ALL WEATHER MATS REAR-SANTA FE	6/28/17		MAT	1	29.95	29.95
HY	2B061-ADU11 : TOW HITCH HARNESS S/P	6/12/13	3/26/19	18	1	61.40	61.40
HY	2VF40-AC950 : SPARE TIRE KIT 15"	5/26/16		WHEELS	2	120.00	240.00
HY	22126-3C100 : BOLT	7/17/18	7/20/18	SPORD	8	.99	7.92
HY	23127-38001 : BOLT-CRANKSHAFT	10/02/18	10/02/18	2	1	12.81	12.81
HY	25415-3K500 : HOSE ASSY-RADAATOR,LWR	10/12/11		TW	1	28.22	28.22
HY	28210-C2500 : DUCT ASSY-AIR	10/01/18		SPORD	1	70.04	70.04
HY	29150-2W000 : DAM-AIR	9/27/18	9/27/18	42	1	7.73	7.73
HY	32441-2EEB0 : LABEL-EMISSION	9/16/17	10/05/17	SPORD	1	1.98	1.98
HY	36548-3D000 : O-RING	9/24/18	9/22/18	SPORD	1	12.94	12.94
HY	39210-2E401 : SENSOR ASSY-OXYGEN	10/05/18		4	1	102.20	102.20
HY	45932-26000 : LEVER-ATA MANUAL CONTROL	7/29/18	7/29/18	5	1	3.24	3.24
HY	46730-2H100 : BRACKET ASSY-SHIFT LEVER	12/12/13		RTN	1	44.22	44.22
HY	52933-31300 : VALVE-TIRE	7/13/12	6/20/19	RTN	1	1.14	1.14
HY	55310-F2710 : SHOCK ABSORBER ASSY-REAR	4/11/17	9/06/19	CSO	1	93.30	93.30
HY	59810-A5300 : SENSOR ASSY-FR ABS.LH	4/06/17	9/21/19	SPORD	1	137.54	137.54
HY	81176-33000 : BRACKET-HOOD STAY ROD	12/26/17	12/26/17	7	9	1.24	11.16
HY	81636-B1001 : TILT LEVER-P/R/F MOVING GLS.RH	8/16/18	5/06/19	8	1	18.77	18.77
HY	81694-3S010 : COVER-FOLDING,RH	9/24/18	2/04/19	SPORD	1	14.17	14.17
HY	81900-2SA00 : KEY SUB SET-STEERING LOCK	10/23/17	10/04/18	7	1	92.30	92.30
HY	82160-B1000 : W/STRIP-DR OPNG UPR,RH	10/24/18	11/05/18	43	1	41.20	41.20
HY	82450-B1000 : MOTOR ASSY-FRONT POWER WDW,LH	10/06/18		RTN	1	101.32	101.32
HY	82450-C1000 : MOTOR ASSY-FRONT POWER WDW,LH	10/04/18	10/05/18	RTN	1	100.36	100.36
HY	82484-3S000 : RETAINER-FR DR LATCH LH	6/02/17	8/20/19	RTN	1	4.43	4.43
HY	83620-3K530-CRQQH : HANDLE ASSY-REAR DOOR INSIDE,R	5/09/15	4/19/16	8	2	4.57	9.14
HY	84660-F2000-TRYQH : ARMREST ASSY-CONSOLE	6/01/18	10/09/18	40	2	109.06	218.12
HY	85210-3X260-YDA : SUNVISOR ASSY,LH	11/25/17	7/03/19	VISOR	1	76.77	76.77
HY	86143-3K001 : CLIP-W/S GLASS MLDG SIDE	2/02/15	6/07/18	8	5	.51	2.55
HY	86358-3K000 : BOLT	11/06/17		RTN	4	.38	1.52
HY	87131-2V000 : MOULDING-TAIL GATE GLASS,UPR	9/12/14	8/31/19	RTN	1	15.32	15.32
HY	87132-2V000 : MOULDING-TAIL GATE GLASS,LWR	2/16/17	8/31/19	RTN	1	14.07	14.07
HY	87219-G3000 : PIECE-ROOF GARNISH END REAR,LH	3/21/18	3/21/18	SPORD	1	.72	.72
HY	87820-C2000 : GLASS & MOULDING ASSY-QUARTER	7/13/15	5/29/19	POD	1	205.20	205.20
HY	88830-4Z500-RYNQH : BUCKLE ASSY-FR S/BELT,LH	6/27/18		45	1	55.46	55.46
HY	91400-4R011 : WIRING ASSY-CONTROL	9/12/17		RTN	2	1068.34	2136.68
HY	91865-3Y010 : WIRING ASSY-T/M GROUND	1/02/14	8/19/19	RTN	1	39.09	39.09
HY	92811-1E000 : LENS-ROOM LAMP	10/15/18	10/17/18	SPORD	1	1.75	1.75

All Manf. All OEM Cd, All SGrp		In	Last				
MF	Part Number/Description	Invent	Sale	Bin/Shelf	Qty	Cost	Ext Cost
HY	93570-3N155-4XFFF : SWITCH ASSY-P/WDO MAIN	5/24/17	5/01/18	9	2	194.83	389.66
HY	96120-D3500 : JACK ASSY-AUX & USB	8/18/17	8/18/17	RTN	1	32.98	32.98
HY	96554-E6205 : EXTERNAL MEMORY-MAP NAVIGATION	6/09/18	11/20/18	SPORD	1	104.89	104.89
HY	96700-2V300 : SWITCH ASSY-STRG LH	6/03/17	10/09/18	9	2	121.28	242.56
HY	97156-2E200 : LEVER-MODE MAIN	8/06/18	8/06/18	SPORD	1	3.18	3.18
HY	97250-2V010-4XQH : CONTROL ASSY-HEATER	3/17/16	8/09/16	9	1	142.72	142.72
HY	97690-37010 : O-RING	6/30/18	7/09/18	SPORD	1	.78	.78
HY	97801-38003-C : DRIER-RECEIVER		1/25/18	42	1	89.37	89.37
OT	TGASKET : TOYOTA GASKET	11/24/10	9/30/19	10	10	1.76	17.60
TI	005KM1756413 : 215/50R17 90V KMH SOLUS KH16	6/27/18		TRM2	3	119.00	357.00
TI	T1909313 : 215/60/16 KUMHO SOLUS KR21 94T	4/20/17		SPORD	1	85.00	85.00
TI	40514 : 245/45R18 ADVAN SPORT A/S XL	6/27/18		POD	1	149.00	149.00
TI	93011 : 205/50R17 IRON MAN	6/30/18		POD	4	52.02	208.08
Grand Total:							6394.76