

FIAT CHRYSLER AUTOMOBILES
CHRYSLER USA
DEALER

SOUTH FORK CHRYSLER DODGE JEEP

CITY MANVEL

STATE TX 77578

FOR PERIOD OF JAN 2020 TO JULY 2020

DIV. NAME B.C. NAME

GROUP NUMBER

DLR CODE 27022

8/07/20 18:44:27

BALANCE SHEET

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES AND NET WORTH	ACCT. NO.	AMOUNT
CURRENT ASSETS:				1	CURRENT LIABILITIES:		
CASH ON HAND		101/102	800	2	ACCOUNTS PAYABLE	201	785875
CASH IN BANK		103	4675315	3	CUSTOMER REFUNDS-PAYABLE	202	
CASH ON DEPOSIT		104		4	NOTES PAYABLE / DIVIDENDS PAYABLE	203/205	
CONTRACTS IN TRANSIT		106	2868321	5	VEHICLE LIEN PAYOFF	206	789546
TOTAL CASH AND EQUIVALENT (LINES 2-5)			7544436	6	VEHICLE PROTECTION/EXTENDED WARRANTY	207	133037
RECEIVABLES:				7	CREDIT BALANCE SERVICE, PARTS & VEH ACCTS		
SERVICE & PARTS		110	781430	8			
VEHICLE ACCOUNTS		111	1228699	9	TOTAL ACCOUNTS & NOTES PAYABLE (LINES 2-8)		1708458
CUSTOMER NOTES		112		10	ACCRUED EXPENSES:		
OTHER RECEIVABLES		114	92394	11	PAYROLL AND EQUIVALENT	210	389656
WARRANTY/ROAD READY		116A	129187	12	INTEREST	212	673098
HOLDBACK		116B	43115	13	INSURANCE	213	
SPECIAL VEHICLE INCOME		116C		14	TAXES-PAYROLL	214	9167
FLOOR PLAN ALLOWANCE		116D	40855	15	TAXES-OTHER THAN PAYROLL & INCOME	215	726530
WHOLESALE COMPENSATION - PARTS		116E		16	INCOME TAXES	216	
INVENTORY REBATES		116F		17	OTHER ACCRUED EXPENSES	217	4698103
DLR CASH / CONSUMER REBATES		116H	456935	18	TOTAL ACCRUED EXPENSES (LINES 11-17)		6496554
OTHER		116G	4246	19	FLOOR PLAN LIABILITY:		
TOTAL FACTORY RECEIVABLES (LINES 12 TO 19)			674338	20	NEW CARS AND TRUCKS	220	20443917
ALLOWANCE FOR DOUBTFUL ACCOUNTS		118		21	DEMONSTRATORS	226	
NET RECEIVABLES (LINES 8 TO 11 + 20 + 21)			2776861	22	USED CARS AND TRUCKS	227	1807711
DUE FROM FINANCE & INSURANCE COMPANIES		119	173455	23			
TOTAL RECEIVABLES (LINES 22 & 23)			2950316	24	USED CARS AND TRUCKS CPOV	228B	
INVENTORIES:				25	OTHER INVENTORIES		
CARS: CDJR / AR / F	UNITS	OVER 90 DAYS		26	TOTAL FLOOR PLAN LIABILITY (LINES 20-25)		
	24	13	120	27	TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 26)		
				28	WORKING CAPITAL		
				29	GUIDE-\$	2431000	Z999
				30	ACTUAL-\$	4450105	
				31	(ASSET LINE 54 MINUS LIAB. LINES 27 AND 43 AMT. DUE WITHIN 1 YEAR)		
TRUCKS: CDJR / AR / F	416	207	123	32	OTHER LIABILITIES:		
RECREATIONAL VEHICLES			124	33	SECURITY DEPOSITS: LEASE VEHICLES	240	
OTHER NEW CARS & TRUCKS - COMPETITIVE			125	34	RESERVE FOR REPOSSESSION LOSS	250	
TOTAL NEW VEH. (LINES 27 TO 32)	440	220		35	DRIVER EDUCATION CARS	255	
DEMOS CARS	12		126	36	LEASE/RENTAL VEHICLES	256	
CARS	35	8	127	37	COMPANY CARS / SERVICE VEHICLES	258	
TRUCKS	83	15	128	38	TOTAL OTHER LIABILITIES (LINES 32 - 36)		
CPOV Car	4		129C	39	LONG TERM DEBT:		
CPOV Truck	15		129D	40	NOTES PAYABLE	260	
TOTAL USED VEH.	137	27		41	SUBORDINATED NOTE	262	
PARTS & ACC. - CDJR / AR / F SALES 12 MOS			130	42	MORTGAGES PAYABLE	263	
PARTS & ACCESS - OTHER MFG.			131	43	OTHER NOTES & CONTRACTS	265	1699762
INVENTORY ADJUSTMENT - P&A			132	44	TOTAL LONG TERM DEBT (LINES 39 - 42)		1699762
TIRES AND TUBES			133	45	TOTAL LIABILITIES (LINES 27 + 37 + 43)		
OTHER AUTOMOTIVE INVENTORIES			134	46	NET WORTH:		
LABOR IN PROCESS MECHANICAL			135A	47	CAPITAL STOCK	270	
LABOR IN PROCESS BODY AND PAINT			135B	48	ADDITIONAL PAID IN CAPITAL	272	
OTHER SERVICE & PARTS INVENTORY			136	49	RETAINED EARNINGS	275	2397239
TOTAL P&A & MISC. INVNTY. (LINES 40 TO 47)				50	DIVIDENDS	277	-1525000
NON-AUTOMOTIVE INVENTORIES			137	51	INVESTMENTS (PROPRIETOR, PARTNER OR MEMBER)	280	3520286
TOTAL INVENTORIES (LINES 33 + 34 + 39 + 48 + 49)				52	WITHDRAWALS	285	
MARKETABLE SECURITIES			140	53	ADJUSTMENTS	290	
PREPAID EXPENSE			145	54	CURRENT EARNINGS BEFORE TAXES		
TOTAL CURRENT ASSETS (LINES 6 + 24 + 51 + 52 + 53)				55	LEASE		
				56	RENTAL		
OTHER ASSETS:				57	NEW		
OFFICERS & EMPLOYEES ACCOUNTS			151	58	CDJR/AR/F		
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED			152	59	OTHER		
DEPOSITS ON CONTRACTS			153	60	USED RETAIL		
CASH VALUE OF LIFE INSURANCE			154	61	AMOUNT		
DRIVER EDUCATION UNITS			155	62	JAN	157	55
LEASE/RENTAL VEHICLES UNITS			156	63	FEB	116	102
OTHER ASSETS & INVESTMENTS			157	64	MAR	131	74
TOTAL OTHER ASSETS (LINES 56 THRU 62)				65	APR	141	83
LAND, BLDGS. & EQUIPT. (AUTO BUSINESS ONLY)				66	MAY	148	120
LAND			160	67	JUN	119	89
BLDGS. & EQUIP.			161	68	JUL	147	78
SERVICE EQUIPMENT			162	69	AUG		
PARTS & ACCESS. EQUIP.			163	70	SEP		
CO.CARS/SERV.VEHICLES			164	71	OCT		
FURN. SIGNS & EQUIP.			165	72	NOV		
LEASEHOLDS			166	73	DEC		
NET VALUE OF LAND, BLDGS. & EQUIP. (LINES 63 THRU 71)				70	TOTAL	959	601
TOTAL ASSETS (LINES 54 + 63 + 72)				71	ESTIMATED INCOME TAX		
				72	NET EARNINGS (LINES 69 MINUS 70)	299	876968
				73	TOTAL NET WORTH (LINES 47 THRU 53 + 71)		5269493
					TOTAL LIABILITIES AND NET WORTH		37851856

SIGNATURE

DATE

8/7/20

CHRYSLER USA

LINE	NAME OF ACCOUNT	ACCT	NEW VEHICLE				USED VEHICLES				
			MTD	% GP	YTD	% GP	MTD	% GP	YTD	% GP	
1	DEPT. GROSS PROFIT (PG 3-h 03 / PG-4 in 17)		413347		2668552			307898		2282034	
2	SALESPERSONS' COMMISSIONS	301/321	78611	19.0	535439	20.0		38552	12.5	318296	13.9
3	SALES MANAGERS' COMMISSIONS	302/322	65776	15.9	405563	15.2		77089	25.0	489177	21.4
4	F&I MANAGERS' COMMISSIONS	316/336	66709	16.1	433284	16.2		23690	7.6	241491	10.5
5	VEH. INVENTORY MAINTENANCE	303/323	5560	1.3	42263	1.5		-90		3435	.1
6	POLICY EXPENSE	304/324			1658			188		1514	
7	TOT. VARIABLE SALES EXP. (LINES 2-6)	TOTAL	216656	52.4	1418207	53.1		139429	45.2	1053913	46.1
8	SALESPERSONS' SALARIES	306/326									
9	SALES MANAGERS' SALARIES	307/327	21361	5.1	133067	4.9					
10	F&I MANAGERS' SALARIES	317/337									
11	OTHER SALARIES	308/328	3502	.8	31286	1.1		3502	1.1	31286	1.3
12	ADVERTISING - PRINT, TV, OTHER	309/329	18312	4.4	101409	3.8		5947	1.9	34627	1.5
13	ADVERTISING - INTERNET ONLY	318/338	47449	11.4	370180	13.8		16300	5.2	120541	5.2
14	ADVERTISING CREDITS	300A	-19960	4.8	-224950	8.4					
15	SALES PERSONNEL TRAINING	310/330	1947	.4	14203	.5		1046	.3	8876	.3
16	DEMONSTRATION EXPENSE	312/332	484	.1	2679	.1					
17	FLOORPLAN INTEREST	315/335	44542	10.7	469873	17.6		2705	.8	35916	1.5
18	FLOORPLAN INTEREST CREDITS	315A	-39270	9.5	-256112	9.6					
19	TOT. SEMI-FIXED SLS. EXP. (LINES 8-18)	TOTAL	78367	18.9	641635	24.0		29500	9.5	231246	10.1
20	DEPARTMENT NET (LINE 1 MINUS 7 & 19)		118324	28.6	608710	22.8		138969	45.1	996875	43.6
21	MEMO: F&I DEPT. NET (P4 L30/60 MINUS LNS. 4 & 10)		275522	66.6	1632240	61.1		88565	28.7	869189	38.0
22	ACCOUNT NAME		BODY AND PAINT				SERVICE MECHANICAL				
23	GROSS PROFIT	PL21P/SL13					273148			1669079	
24	SALARIES VACATION & TIME OFF	340B/341B 340A/341A					84818	31.0		542037	32.4
25	TRAINING	342B/342A					1569	.5		14115	.8
26	ADVERTISING	343B/343A					5225	1.9		51235	3.0
27	SUPPLIES, TOOLS & LAUNDRY	344B/344A					-11961	4.3		-55486	3.3
28	SERVICE VEHICLE EXPENSE	345B/345A					149			1929	.1
29	POLICY ADJUSTMENTS	346B/346A					3307	1.2		20637	1.2
30	DEPR., MAINT., REPAIR AND RENTAL	348B/340B 348A/340A					17845	6.5		124912	7.4
31	SALES EXPENSE (LINES 24 THRU 30)						100952	36.9		699379	41.9
32	DEPARTMENT NET (LINE 23 MINUS 31)						172196	63.0		969700	58.1
33	PARTS DEPARTMENT GROSS PROFIT (PAGE 5 LINE 39)						210178			1288861	
34	SALARIES, WAGES & INCENTIVES - PARTS	350					51330	24.4		318387	24.7
35	PERSONNEL TRAINING - PARTS	352					570	.2		4769	.3
36	ADVERTISING - PARTS	353					11347	5.4		48950	3.8
37	SUPPLIES, TOOLS & LAUNDRY - PARTS	354					775	.3		5523	.4
38	FREIGHT - PARTS	355					1738	.8		22330	1.7
39	POLICY ADJUSTMENTS - PARTS	356					245	.1		598	
40	VEHICLE EXPENSE - PARTS	357					244	.1		989	
41	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS	358/359					1801	.8		12608	.9
42	TOTAL PARTS DEPARTMENT SALES EXPENSE (LINES 34 THRU 41)	TOTAL					68050	32.3		414154	32.1
43	PARTS NET (LINE 33 MINUS LINE 42)						142128	67.6		874707	67.8
44	FIXED EXPENSES										
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362					33473	2.7		238949	3.0
46	EMPLOYEE BENEFITS	363					2754	.2		10874	.1
47	PAYROLL TAXES	365					40948	3.4		312616	3.9
48	ADVERTISING GENERAL & INSTITUTIONAL	367					5818	.4		31287	.4
49	STATIONERY, OFFICE SUPPLIES & POSTAGE	368					6521	.5		45830	.5
50	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370/371					52138	4.3		360760	4.5
51	COMPANY CAR EXPENSE	372					737			5755	
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS	373					8910	.7		66145	.8
53	DATA PROCESSING SERVICES	374					28012	2.3		199384	2.5
54	TRAVEL & ENTERTAINMENT	377								494	
55	BAD DEBTS	378									
56	MISCELLANEOUS	380					3158	.2		30374	.3
57	RENT & EQUIVALENT	381 to 388					127262	10.5		845829	10.7
58	MAINTENANCE & REPAIRS - REAL ESTATE	387					1234	.1		19955	.2
59	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)	388									
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL / REAL ESTATE)	389/390					40395	3.3		299458	3.7
61	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT	391 to 393					17185	1.4		90116	1.1
62	HEAT, LIGHT, POWER & WATER	395					9604	.8		58264	.7
63	TELEPHONE	396					854			5906	
64	TOTAL FIXED EXPENSES (LINES 45 THRU 63)	TOTAL					379003	31.4		2621996	33.1
65	SALARIES - OWNERS & OFFICERS	399					15500	1.2		105400	1.3
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH.), 42, 64 & 65)						1027457	85.3		7185930	90.8
67	OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)						177114			722596	
68	OTHER INCOME AND (DEDUCTIONS) - NET (LINE 80 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)						1290			154372	
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 67 PLUS OR MINUS LINE 68)						178404			876968	
70	OTHER INCOME					OTHER DEDUCTIONS					
71	ACCOUNT NAME	ACCT	MTD DOLLARS	YTD DOLLARS	ACCOUNT NAME	ACCT	MTD DOLLARS	YTD DOLLARS			
72	CASH DISCOUNTS EARNED	601			CASH DISCOUNTS ALLOWED	701					
73	INTEREST EARNED	603	5077	45155	BONUSES	704					
74	GAIN ON DISPOSAL OF CAPITAL ASSET	608			LOSS ON DISPOSAL OF CAPITAL ASSET	708					
75	DOC FEE (ADMIN FEE) INCOME - NEW	486	7050	73200							
76	DOC FEE (ADMIN FEE) INCOME - USED	486	1700	39728							
77	MISCELLANEOUS INCOME	609	26226	179451	MISCELLANEOUS DEDUCTIONS	709	23305	66386			
78	LIFO ADJUSTMENT INCOME	610			LIFO ADJUSTMENT	710					
79	VEHICLE LEASE & RENTAL INCOME	615	2863	21249	VEHICLE LEASE & RENTAL EXPENSES	715	18321	138025			
80	TOTAL OTHER INCOME		42916	358783	TOTAL OTHER DEDUCTIONS		41626	204411			

LINE NO.	MTD DOLLARS			VOLUME INCENTIVES	PER UNIT	ACCOUNT		YTD DOLLARS			VOLUME INCENTIVES	PER UNIT
	SALES	GROSS	UNITS			NAME	NO	SALES	GROSS	UNITS		
1						FIAT 500	404					
2						FIAT 500 CABRIO	406					
3						FIAT 124 SPIDER	402					
4						FIAT 500e	413					
5						ALFA ROMEO - 4C	411					
6						ALFA ROMEO - GIULIA	417					
7						ALFA ROMEO - TBD	419					
8	25441	-5840	1	450	-5840	CHALLENGER	407	601432	7607	19	9150	400
9	238623	7211	6	2700	1202	CHARGER	409	1283039	48964	34	18150	1440
10												
11	33991	1854	1	450	1854	300 SERIES	420	154316	12642	4	2000	3161
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	298055	3225	8	3600	403	TOTAL CARS RETAIL		2038787	69213	57	29300	1214
21	49221	-1782	2	900	-891	GRAND CARAVAN	427	170091	2210	6	3100	368
22	154540	-2281	4	1800	-570	PACIFICA	428	962341	3073	23	15450	134
23						ALFA ROMEO STELVIO	405					
24						FIAT 500L	461					
25						FIAT 500X	443					
26						PACIFICA - PHEV	412					
27	26283	3997	1	450	3997	RENEGADE	442	405882	-5379	17	8100	-316
28	144397	-3009	4	1800	-752	WRANGLER	432	916914	-8437	25	15600	-337
29	1275046	16210	28	12600	579	WRANGLER (4 DOOR)	431	6992407	94203	155	94550	608
30	99967	-5095	4	1800	-1274	CHEROKEE	430	613132	9514	22	13950	432
31	133817	-666	5	2250	-133	COMPASS	433	727132	-784	28	14450	-28
32												
33	278138	-2647	7	2700	-378	GRAND CHEROKEE	438	2655843	12625	65	40950	194
34	547373	4170	12	5400	348	GLADIATOR	495	3564374	17375	74	38750	235
35	48748	2474	2	450	1237	JOURNEY	451	160321	422	6	2650	70
36	58600	-9391	2	900	-4696	DURANGO	435	680421	333	18	11200	19
37						RAM PROMASTER	462	117445	3135	3	1450	1045
38						RAM PROMASTER CITY	436	144532	-1268	4	1550	-317
39	827078	8825	14	6300	630	RAM HD (2500 / 3500)	429	3425604	47179	58	48250	813
40	1816053	10064	39	17550	258	RAM 1500	437	11294694	168616	234	201850	721
41						RAM CHASSIS CAB 3500	448	749634	8434	13	7300	649
42						RAM CHASSIS CAB 4500	452					
43						RAM CHASSIS CAB 5500	453	181358	5628	3	700	1876
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						OTH NEW TRKS-COMPETITIVE	441					
49	5459261	20869	124	54900	168	TOTAL TRUCKS RETAIL		33762125	356879	754	519850	473
50						VOLUME INCENTIVES (New Vehicle)	454					
51						TTL FIAT ALFA ROMEO CAR/TRK RTL						
52	5757316	24094	132	58500	183	TTL CJDJ CAR & TRUCK RTL		35800912	426092	811	549150	525
53	5757316	24094	132	58500	183	TTL CARS & TRUCKS RETAIL		35800912	426092	811	549150	525
54						CARS - FLEET	445					
55	623397	45986	15		3066	TRUCKS - FLEET	446	6175095	173394	148		1172
56												
57	623397	45986	15		3066	TTL FLEET CARS & TRUCKS		6175095	173394	148		1172
58	6380713	70080	147		477	TOTAL NEW CAR & TRUCK		41976007	599486	959		625
59						REPO VEHICLE LOSSES	455E					
60	524449	342231	543		630	TOTAL F&I DEPT. (Pg 4 L39)		3209085	2065524	3444		600
61					2328	TTL F&I PNUR (F&I GROSS/RTL UNIT)	MEMO					2154
62		1036	38		27	MEMO-UNIT DEALER TRANSFERS	460		3542	225		16
63	6905162	413347				TOTAL NEW VEHICLE DEPT.		45185092	2668552			

NEW VEHICLE INVENTORY ANALYSIS												
PASSENGER CAR				TRUCK				OTHER				
VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	
68	FIAT 500			PACIFICA	12	JOURNEY	25	OTHER NEW CARS-CDJR				
70	FIAT 500 CABRIO			RENEGADE	15	GRAND CARAVAN	15	OTHER NEW TRK-CDJR				
71	ALFA ROMEO 4C			GRAND CHEROKEE	9	RAM HD (2500/3500)	62	OTHER NEW CARS - AR/F				
72	FIAT 500e			WRANGLER	14	RAM 1500	115	OTHER NEW TRK - AR/F				
73	FIAT 124 SPIDER			WRANGLER(4-DR)	18	RAM CHASSIS CAB 3500	20					
74				CHEROKEE	40	RAM CHASSIS CAB 4500	5	RECREATIONAL VEH				
75	ALFA ROMEO GIULIA			COMPASS	5	RAM CHASSIS CAB 5500	11	OTHER NEW CAR -COMPETITOR				
76	ALFA ROMEO TBD					ALFA ROMEO STELVIO		OTHER NEW TRUCK -COMPETITOR				
77	300 SERIES	4		DURANGO	5	RAM - PROMASTER	6	OTHER NEW CARS -MASERATI				
78	CHARGER	19	FIAT 500L	GLADIATOR	35	RAM - PROMASTER CITY	4	OTHER NEW TRUCKS -MASERATI				
79	CHALLENGER	1	FIAT 500X			PACIFICA - PHEV						

LINE NO.	MTD DOLLARS				ACCOUNT NAME	ACCT	YTD DOLLARS							
	SALES	GROSS	UNITS	PER UNIT			SALES	GROSS	UNITS	PER UNIT				
1														
2	P 5	416220	R 20	65124	U 15	222960	USED CARS (NON CPOV)	470	P 5	2113567	R 20	249698	U 15	1192098
3	P 6	868574	R 21	97271	U 16	362702	USED TRUCKS (NON CPOV)	471	P 6	7524372	R 21	704975	U 16	3142245
4	P 7	108631	R 22	14227	U 17	34742	USED CARS (CPOV)	475	M 25	544443	R 22	34237	U 17	211630
5	P 8	461869	R 23	38629	U 18	172272	USED TRUCKS (CPOV)	476	P 8	4193651	R 23	283636	U 18	1471929
6	P 9	1855294	R 24	215251	U 19	782760	TOTAL USED VEHICLES - RETAIL		P 9	14376033	R 24	1272546	U 19	6012117
7				57072			RECON. COST USED VEHICLES	4700 /471D				408551		
8				12903			CPOV RECON. COST USED VEH.	4750 /476D				173183		
9	P 10	138800	R 25	-12675	U 20	121056	USED CARS WHOLESALE	473	P 10	1091240	R 25	-54913	U 20	127-432
10	P 11	145591	R 26	-6933	U 21	19-365	USED TRUCKS WHOLESALE	474	P 11	1908201	R 26	-46279	U 21	178-260
11							USED VEHICLE INV. WRITEDOWN	476G /477G						
12							CUSTOMER REPO. REFUND	478E						
13														
14							REPOSED VEHICLE LOSSES	480E						
15	M 34	174427	R 45	112255	U 46	230 488	TOTAL F&I DEPARTMENT (LINE 60)		M 34	1683004	R 45	1110680	U 46	2098 529
16						1439	TOTAL F&I PUUR (F&I Gross/Rtl Units)	MEMO						1848
17	P 15	2314112	R 46	307898			TOTAL USED VEHICLE DEPT.		P 15	19058478	R 46	2282034		

USED VEHICLE INVENTORY ANALYSIS														
	Total	1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER								
20	CARS - UNITS	V3	35	V42	27	V43	8	V44		V45		V46		
21	CARS - DOLLARS	V4	590751	V47	345987	V48	244764	V49		V50		V51		
22	TRUCKS - UNITS	V11	83	V52	68	V53	13	V54		V55	1	V56		
23	TRUCKS - DOLLARS	V12	1759700	V57	1468559	V58	269712	V59		V60	9841	V61	11588	
24	CPOV CARS - UNITS	V26	1	V62	1	V63		V64		V65		V66		
25	CPOV CARS - DOLLARS	V27	18154	V67	18154	V68		V69		V70		V71		
26	CPOV TRUCKS - UNITS	V34	18	V72	14	V73	4	V74		V75		V76		
27	CPOV TRUCKS - DOLLARS	V35	438381	V77	357456	V78	80925	V79		V80		V81		

F&I Analysis														
F&I DEPARTMENT - NEW VEHICLES														
30		R 17	127657	U 13	951344	FINANCE CONTRACT RESERVES	457F		R 17	687294	U 13	6471062		
31		R 18		U 14		INSURANCE CONTRACTS	463		R 18		U 14			
32	P 3	251508	R 19	115661	U 15	1041112	SERVICE CONTRACTS	458	P 3	1428449	R 19	674920	U 15	6261078
33	M 26	66076	R 30	27323	U 32	103 265	MAINTENANCE - ONLY CONTRACTS	464	M 26	363427	R 30	135663	U 32	609 223
34	M 27	206865	R 31	100688	U 33	241 418	PROTECTION PRODUCTS & ACCESS.	465	M 27	1417209	R 31	766246	U 33	1562 491
35														
36							OTHER F&I	467						
37							NON-AUTOMOTIVE	450						
38							LESS: F&I CHARGEBACKS	468						
39	M 28	524449	R 32	342231	U 34	543 630	TOTAL F&I DEPARTMENT GROSS - NEW		M 28	3209085	R 32	2065524	U 34	3444 600
40							TOTAL F&I MGR SAL & COMM NEW (P2 LN4+10)					433284		
41	M 29	524449	R 33	275522	U 35	543 507	TOTAL NEW F&I NET		M 29	3209085	R 33	1632240	U 35	3444 474
42														
43							TOTAL GROSS F&I PUUR (L39 GROSS/P3L53 UNITS)	MEMO						
44							TOTAL NET F&I PUUR (L41 GROSS/P3L53 UNITS)	MEMO						

F&I DEPARTMENT - USED VEHICLES														
47		S 7	44684	U 23	341314	FINANCE CONTRACT RESERVES	481F		S 7	383564	U 23	441 870		
48		R 28		U 36		INSURANCE CONTRACTS	485		R 28		U 36			
49	P 12	76690	R 29	33352	U 37	281191	SERVICE CONTRACTS	482	P 12	797622	R 29	354423	U 37	2771280
50	M 30	12260	R 30	2126	U 38	29 73	MAINTENANCE - ONLY CONTRACTS	486	M 30	99280	R 30	20716	U 38	234 89
51	M 31	85477	R 40	53679	U 40	139 386	PROTECTION PRODUCTS & ACCESS.	487	M 31	786102	R 40	500513	U 40	1146 437
52														
53							OTHER F&I	489						
54							NON-AUTOMOTIVE	479						
55							LESS: F&I CHARGEBACKS	490						
56							CPOV FINANCE CONTRACT RES.	483						
57							CPOV INSURANCE CONTRACTS	492						
58							CPOV SERVICE CONTRACTS	484						
59							CPOV NON-AUTOMOTIVE & OTHER	491						
60	M 34	174427	R 45	112255	U 46	230 488	TOTAL F&I DEPARTMENT GROSS - USED		M 34	1683004	R 45	1110680	U 46	2098 529
61							TOTAL F&I MGR SAL & COMM USED (P2 LN4+10)					241491		
62	M 34	174427	R 45	88565	U 45	230 385	TOTAL USED F&I NET		M 34	1683004	R 45	869189	U 45	2098 414
63														
64							TOTAL GROSS F&I PUUR (L60 GROSS/L6 UNITS)	MEMO						
65							TOTAL NET F&I PUUR (L62 GROSS/L6 UNITS)	MEMO						

TOTAL F&I RESULTS														
68	M 35	698876	R 46	454486	U 46	773 588	TOTAL F&I GROSS - NEW AND USED		M 35	4892089	R 46	3176204	U 46	5542 573
69							TOTAL F&I MGR SAL & COMM - NEW & USED					674775		
70	M 36	698876	R 47	364087	U 47	773 471	TOTAL F&I NET - NEW AND USED		M 36	4892089	R 47	2501429	U 47	5542 451

Departmental Profit / Loss with Fixed Expense Allocation						
Departmental Subtotals	Acct. #	NEW VEHICLE DEPT.			USED VEHICLE DEPT.	
		MONTH	YTD	MONTH	YTD	
Total Department Sales (pg. 3 ln. 63 & pg. 4 ln. 17)	P04	6905162	45185092	P13	2314112	19058478
Total Dept. - Gross Profit (pg. 3 ln. 63 & pg. 4 ln. 17)	R19	413347	2668552	S09	307898	2282034
Total Variable Sales Exp. (page 2 line 7)	K04	216656	1418207	K20	139429	1053913
Total Semi-Fixed Sales Exp. (page 2 line 19)	K13	78367	641635	L04	29500	231246
Net Department Profit (page 2 line 20)	K14	118324	608710	L05	138969	996875
Fixed Expense Account Name	Acct. #	MONTH	YTD	MONTH	YTD	
Salaries & Wages - Admin. & General	362 E601	11046	78853	E602	7364	52569
Employee Benefits	363 E611	909	861	E612	606	574
Payroll Taxes	365 E621	13513	103164	E622	9008	68776
Advertising General & Institutional	367 E631	1920	10325	E632	1280	6883
Stationary, Office Supplies & Postage	368 E641	2152	15124	E642	1434	10082
Legal Audit., Collect. & Other Outside Serv.	370-371 E651	13006	95847	E652	8702	61181
Company Car Expense	372 E661	243	1899	E662	162	1266
Dues, Subscriptions, & Contributions	373 E671	3215	23608	E672	2003	14755
Data Processing Services	374 E681	10402	74323	E682	7779	56014
Travel & Entertainment	377 E691		163	E692		109
Bad Debts	378 E701			E702		
Miscellaneous	380 E711	999	10175	E712	639	6587
Rent & Equivalent	381-386 E721	41997	279124	E722	27997	186082
Maintenance & Repairs - Real Estate	387 E731	359	3490	E732	239	2326
Interest (Other Than Floor Plan & Mortgage)	388 E741			E742		
Ins. Taxes & Lic. (Other Than Payroll & Real Estate)	389-390 E751	27283	206106	E752	5154	41285
Dep. Maint. & Rental - Furniture, Sign, Equip.	391-393 E761	5671	29641	E762	3781	19761
Heat, Light, Power & Water	395 E771	3169	19227	E772	2113	12818
Telephone	396 E781	282	1949	E782	187	1299
Total Department Fixed Expense (lines 11 - 29)	E791	136166	953879	E792	78448	542367
Department Profit / Loss (line 9 less line 30)	E821	-17842	-345169	E822	60521	454508

Departmental Subtotal	Acct. #	MECHANICAL		PARTS		BODY & PAINT	
		MONTH	YTD	MONTH	YTD	MONTH	YTD
Total Department Sales (page 5 lines 13, 21 & 39)	W04	431309	2786638	W23	555907	3307941	W11
Total Dept. Gross Profit (page 5 lines 13, 21 & 39)	X11	273148	1669079	Y10	210178	1288861	X19
Total Sales Expense (page 2 lines 31 & 42)	L14	100952	699379	L24	68050	414154	J21
Net Department Profit (page 2 lines 32 & 43)	L15	172196	969700	M01	142128	874707	J22
Fixed Expense Account Name	Acct. #	MONTH	YTD	MONTH	YTD	MONTH	YTD
Salaries & Wages - Admin. & General	362 E603	11046	78853	E604	4017	28674	E605
Employee Benefits	363 E613	909	861	E614	330	8578	E615
Payroll Taxes	365 E623	13513	103164	E624	4914	37512	E625
Advertising, General & Institutional	367 E633	1920	10325	E634	698	3754	E635
Stationary, Office Supplies & Postage	368 E643	2152	15124	E644	783	5500	E645
Legal Audit., Collection / Other Outside Services	370-371 E653	21791	150333	E654	8639	53399	E655
Company Car Expense	372 E663	243	1899	E664	89	691	E665
Dues, Subscriptions, & Contributions	373 E673	2624	19876	E674	1068	7906	E675
Data Processing Services	374 E683	7772	53829	E684	2059	15218	E685
Travel & Entertainment	377 E693		163	E694		59	E695
Bad Debts	378 E703			E704			E705
Miscellaneous	380 E713	1172	10036	E714	348	3576	E715
Rent & Equivalent	381-386 E723	41997	279124	E724	15271	101499	E725
Maintenance & Repairs - Real Estate	387 E733	505	6489	E734	131	7650	E735
Interest (Other Than Floor Plan & Mortgage)	388 E743			E744			E745
Ins. Taxes & Lic. (Other Than Payroll & Real Estate)	389-390 E753	5865	38278	E754	2093	13789	E755
Dep. Maint. & Rental - Furniture, Sign & Equip.	391-393 E763	5671	29936	E764	2062	10778	E765
Heat, Light, Power & Water	395 E773	3169	19227	E774	1153	6992	E775
Telephone	396 E783	282	1949	E784	103	709	E785
Total Department Fixed Expense (lines 41 - 59)	E793	120631	819466	E794	43758	306284	E795
Department Profit / Loss (line 39 less line 60)	E823	51565	150234	E824	98370	568423	E825
Shop Parts Gross Transfer	E827			E828			E829
Adjusted Dept. Profit / Loss (line 62 plus line 63)	E843	51565	150234	E844	98370	568423	E845

RECEIVABLE ANALYSIS							
(Aging =>)		1 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 days & OVER	Allow for Doubtful
SERVICE & PARTS ACCTS. (Pg 1, Ln 8)	Z 19 781430	Z 18 774403	AA 1 5576	AA 8 1451	AA 15	AA 22	BB 29
VEHICLE ACCOUNTS (Pg 1, Ln 9)	Z 19 1228699	Z 19 1092620	AA 2 71067	AA 9 22500	AA 16 42512	AA 23	BB 30
CUSTOMER NOTES (Pg 1, Ln 10)	Z 19	Z 20	AA 3	AA 10	AA 17	AA 24	BB 31
OTHER RECEIVABLES (Pg 1, Ln 11)	Z 19 92394	Z 20 89875	AA 4 520	AA 11 1200	AA 18 799	BB 1	BB 32
WARRANTY SERVICE ADJ./CLAIMS 116A (Pg 1, Ln 12)	Z 19 129187	Z 22 124938	AA 5 3029	AA 12	AA 19	BB 2 1220	BB 33
WARRANTY SUSPENSE (Memo)	Z 19	Z 23	AA 6	AA 13	AA 20	BB 3	BB 34
OFFICERS & EMP. ACCTS. (Pg 1, Ln 65)	Z 17 450000	Z 24 450000	AA 7	AA 14	AA 21	BB 4	BB 35