

DEPARTMENTAL INCOME AND EXPENSE										
Line	Name of Account	C - PARTS DEPARTMENT		D - GENERAL SERVICE		E - BODY SHOP		F - LEASE		Line
		MTD	YTD	MTD	YTD	MTD	YTD	MTD	YTD	
1	NET SALES: (Pg. 4 Line 60)	575,227	5,023,490	468,644	4,285,671	-	-	1,843,276	16,924,274	1
2	GROSS PROFIT: (Pg. 4 Line 60)	151,037	1,429,333	307,687	2,743,700	-	-	1,843,276	16,924,274	2
3	Compensation/Commissions	4,231	30,347	3,885	37,498			11,010	94,370	3
4	Compensation - F&I									4
5	Delivery Expense									5
6	Policy & Warranty (Total & Used)									6
7	Interest - Floor Plan									7
8	Other									8
9	<b>TOTAL VAR EXP (Lines 3 thru 8)</b>	<b>4,231</b>	<b>30,347</b>	<b>3,885</b>	<b>37,498</b>	<b>-</b>	<b>-</b>	<b>11,010</b>	<b>94,370</b>	<b>9</b>
10	Salaries - Owners	1,275	25,733	991	21,033			4,084	86,696	10
11	Salaries - Supervision	22,630	219,617	53,709	491,383			6,946	59,768	11
12	Salaries - Clerical	4,617	86,847	3,591	70,986			14,796	328,657	12
13	Other Salaries - Wages	32,067	348,157	160,829	1,242,751			71,258	601,113	13
14	Accrued Bonuses									14
15	Absentee Compensation									15
16	Taxes - Payroll	6,297	79,959	21,665	209,675			10,501	131,702	16
17	Employee Benefits	7,275	92,890	25,029	243,583			12,132	153,000	17
18	Pension Fund	1,722	19,965	5,924	52,354			2,871	32,885	18
19	Workman's Compensation	4,525	53,733	15,568	140,901			7,546	88,504	19
20	Other			14,614	65,805					20
21	<b>TOTAL PERSONNEL EXP (Lines 10 to 20)</b>	<b>80,408</b>	<b>926,901</b>	<b>301,920</b>	<b>2,538,471</b>	<b>-</b>	<b>-</b>	<b>130,135</b>	<b>1,482,325</b>	<b>21</b>
22	Advertising & Promotion									22
23	Training									23
24	Freight									24
25	Company Vehicles	818	10,834	5,419	47,514			76,619	671,318	25
26	Demonstration Expense									26
27	Office Supplies	1,418	28,517	1,103	23,308			4,543	96,074	27
28	Other Supplies & Tools			30,948	268,957					28
29	Data Processing	4,040	36,484	4,040	36,484			8,081	72,968	29
30	Repairs & Maint. - Exp									30
31	Taxes - State & Local - Other	614	9,848	477	8,050			(4,407)	2,870	31
32	Interest Expense - Other	12	1,533	12	1,533					32
33	Lease Running Costs									33
34	Lease Depreciation							850,391	7,433,213	34
35	Lease - Tires & Equipment									35
36	Lease - Taxes & Licenses									36
37	Lease - Repairs							248,227	2,768,994	37
38	Interest Expense - L & R							145,848	1,332,334	38
39	Travel & Entertainment	-	698	6,395	40,809			5,388	49,850	39
40	Telephone & Equipment	139	4,431	108	3,621			444	14,927	40
41	Legal & Audit	544	5,163	935	8,461			2,692	24,365	41
42	Dues & Subscriptions	1,041	12,179	1,790	19,960			5,152	57,480	42
43	Contributions	92	1,031	92	1,031			184	2,062	43
44	Uniforms & Laundry			3,761	43,570					44
45	Policy Adjustments (P, S & B)									45
46	Miscellaneous									46
47	Unapplied Time									47
48	Bad Debt Expense							2	3,295	48
49	<b>TOTAL SEMI-FIXED EXP (Lines 22 to 48)</b>	<b>8,717</b>	<b>110,718</b>	<b>55,080</b>	<b>503,299</b>	<b>-</b>	<b>-</b>	<b>1,343,163</b>	<b>12,529,750</b>	<b>49</b>
50	Rent/Lease - Facilities	20,938	176,643	69,793	588,810			13,959	117,762	50
51	Depr. - Bldgs & Improv.									51
52	Depr. - Equip & Fixtures	614	5,004	6,337	53,574					52
53	Amortization - Leaseholds									53
54	Repairs & Maintenance	2,901	10,794	9,669	35,979			1,934	7,196	54
55	Insurance - Bldgs & Improv	1,407	13,460	4,220	40,380			4,629	41,332	55
56	Insurance - Other									56
57	Taxes - Real Estate	1,270	11,201	4,234	37,337			847	7,467	57
58	Interest Mortgages									58
59	Utilities	519	12,451	404	10,177			1,663	41,948	59
60	Equipment Rented & Leased									60
61	Other									61
62	<b>TOTAL FIXED EXP (Lines 50 to 61)</b>	<b>27,649</b>	<b>229,553</b>	<b>94,657</b>	<b>766,257</b>	<b>-</b>	<b>-</b>	<b>23,031</b>	<b>215,705</b>	<b>62</b>
63	<b>TOTAL EXPENSE (Lines 9, 21, 49 &amp; 62)</b>	<b>121,005</b>	<b>1,297,519</b>	<b>455,542</b>	<b>3,845,526</b>	<b>-</b>	<b>-</b>	<b>1,507,339</b>	<b>14,322,150</b>	<b>63</b>
64	<b>OPERATING PROFIT (Lines 2 less 63)</b>	<b>30,032</b>	<b>131,814</b>	<b>(147,855)</b>	<b>(1,101,826)</b>	<b>-</b>	<b>-</b>	<b>335,937</b>	<b>2,602,124</b>	<b>64</b>

DEPARTMENTAL INCOME STATEMENT									
Line	ACCOUNT	UNITS		CURRENT MONTH		YEAR-TO-DATE		Line	
		SOLD	SALES	GROSS	UNITS SOLD	SALES	GROSS		
1	Primary-Class 6, 7 & 8	18	1,368,747	48,831	125	8,736,100	328,555	1	
2	Fleet/Wholesale/Other	148	6,651,068	36,974	676	28,447,347	295,242	2	
3	Other Class 6, 7 & 8	12	706,384	36,419	194	11,234,171	563,411	3	
4	<b>Sub-Total NEW TRKS (Lines 1 thru 3)</b>	<b>178</b>	<b>8,726,189</b>	<b>122,224</b>	<b>995</b>	<b>48,417,618</b>	<b>1,187,208</b>	<b>4</b>	
5	Trailers and Other Equip							5	
6	Finance Income			122,453			928,942	6	
7	Total Insurance							7	
8	Service Contracts							8	
9	Chargebacks							9	
10	Repossession Losses							10	
11	<b>TOTAL NEW (Lines 4 thru 10)</b>	<b>178</b>	<b>8,726,189</b>	<b>244,677</b>	<b>995</b>	<b>48,417,618</b>	<b>2,116,150</b>	<b>11</b>	
12								12	
13	U Used Equip - Rep & Whsl	5	41,200	4,631	33	475,436	33,046	13	
14	S Repossessions Sold							14	
15	E Other							15	
16	D Inventory Adjustment							16	
17	<b>TOTAL USED TRKS (Lines 13 thru 16)</b>	<b>5</b>	<b>41,200</b>	<b>4,631</b>	<b>33</b>	<b>475,436</b>	<b>33,046</b>	<b>17</b>	
18	T Finance Income							18	
19	R Total Insurance							19	
20	U Service Contracts							20	
21	C Chargebacks							21	
22	K Repossession Losses							22	
23	<b>TOTAL USED DEPT (Lines 17 thru 22)</b>	<b>5</b>	<b>41,200</b>	<b>4,631</b>	<b>33</b>	<b>475,436</b>	<b>33,046</b>	<b>23</b>	
24								24	
25	<b>TOTAL LEASING INCOME</b>		<b>1,843,276</b>	<b>1,843,276</b>		<b>16,924,274</b>	<b>16,924,274</b>	<b>25</b>	
26								26	
27	P Retail - Counter		218,930	59,654		1,935,196	520,913	27	
28	A Retail - Truck RO General		210,401	54,254		1,988,307	639,625	28	
29	R Retail - Truck RO Body Shop							29	
30	T Warranty		145,896	37,128		1,099,987	268,794	30	
31	S Internal							31	
32	Misc. Merchandise							32	
33	& Fuel, Oil & Grease							33	
34	Sls to Assoc Dirs							34	
35	A Glider Kits							35	
36	C Inventory Adjustment							36	
37	C							37	
38	<b>TOTAL PARTS &amp; ACC (Lines 27 to 37)</b>		<b>575,227</b>	<b>151,037</b>		<b>5,023,490</b>	<b>1,429,333</b>	<b>38</b>	
39								39	
40	S Retail Labor		224,401	181,254		2,274,170	1,841,329	40	
41	V Warranty Labor		108,078	87,434		785,929	627,254	41	
42	C Internal Labor							42	
43	- Sublet Repairs		97,670	19,436		898,296	124,501	43	
44	E Machine Earnings							44	
45	N Fuel, Oil & Grease		16,054	1,188		146,149	14,837	45	
46	R Other		22,441	18,374		181,127	135,779	46	
47								47	
48	<b>TOTAL (Lines 40 to 47)</b>		<b>468,644</b>	<b>307,687</b>		<b>4,285,671</b>	<b>2,743,700</b>	<b>48</b>	
49	S Retail Labor							49	
50	V Warranty Labor							50	
51	C Internal Labor							51	
52	- Sublet Repairs							52	
53	B Paint & Materials							53	
54	D Other							54	
55								55	
56	<b>TOTAL (Lines 49 to 55)</b>		<b>-</b>	<b>-</b>		<b>-</b>	<b>-</b>	<b>56</b>	
57	<b>TOTAL SERVICE (Lines 48 &amp; 56)</b>	<b>0</b>	<b>468,644</b>	<b>307,687</b>	<b>-</b>	<b>4,285,671</b>	<b>2,743,700</b>	<b>57</b>	
58	<b>TOTAL SERV &amp; PTS (Lines 38 &amp; 57)</b>		<b>1,043,871</b>	<b>458,724</b>		<b>9,309,161</b>	<b>4,173,032</b>	<b>58</b>	
59								59	
60	<b>TOTAL ALL DEPTS (Lines 11, 23, 25 &amp; 58)</b>		<b>11,654,536</b>	<b>2,551,309</b>		<b>75,126,489</b>	<b>23,246,502</b>	<b>60</b>	
61								61	
62								62	
63	Personnel Count		Truck	Service	Other			63	
64		NV	UV	P&A	SVC	B.S.	ADM	LSE	TOTAL
65	Owner/Officers						2		2
66	Dept. Mgs	1		6	8		2	2	19
67	Salesmen/Svc Advisor	6		1	10			10	27
68	Clerical	1		2	7		13	1	24
69	Technicians/PTS CTR			7	46				53
70	Other	1			5		2	7	15
71	<b>TOTAL</b>	<b>9</b>	<b>0</b>	<b>16</b>	<b>76</b>	<b>0</b>	<b>19</b>	<b>20</b>	<b>140</b>