

LINE NO	PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT			
	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD
1	3,114	25,516	GROSS % SALES		5400 5401 5402	GROSS % SALES						
2	1,675	14,170			WHOLESALE	LABOR RATES						
3	-	-			6410 6411	REPAIR	BODY	W & P	INTERNAL			
4	1,675	14,170	53.8%	55.5%	TTL WHOLESALE	FORD	0.70	0.00	0.43	0.38		
5	35,909	126,832			5420 5421 5422	LINC	0.00	0.00	0.00	0.00		
6	21,221	64,741	59.1%	51.0%	COUNTER RETAIL							
7	41,700	110,762			5430 5433 5436	5700 5705 5706	40,192	99,533				
8	23,506	61,599	56.4%	55.6%	REPAIR SHOP	5316	32,357	80,295	80.5%	80.7%		
9	-	-			5440 5445	5710 5715	-	-				
10	-	-			ESP Repair Shop	5318	-	-				
11	-	-			4450	5319	-	-				
12	25,828	66,507			JOB INCENTIVE	5321	8,512	28,281				
13	12,685	33,040	49.1%	49.7%	5462 5460	5722 5720	5,140	17,530	60.4%	62.0%		
14	14,693	42,095			WARRANTY & POLICY CLAIMS (SERVICE)	5322	16,007	39,422				
15	8,486	24,500	57.8%	58.2%	5470 5475	5730 5735	11,666	29,195	72.9%	74.1%		
16	-	-			INTERNAL (SERVICE)	5323	16,007	39,422				
17	-	-			UNAPPLIED TIME	5324	(179)	(313)				
18	-	-			5480 5485	5750 5755	1,874	5,495				
19	-	-			SUBLET REPAIRS	5327	233	730	12.4%	13.3%		
20	-	-			5490 5491 5492	5760 5761	193	646				
21	25,704	78,753			OTHER MERCHANDISE	5328	193	646	100.0%	100.0%		
22	13,171	39,054	51.2%	49.6%	5431 5441 5441	5781 5781 5721	4,812	11,325				
23	107,925	298,117			PARTS SALES SERV NON FRANCHISE	5330	3,840	9,048	79.8%	79.9%		
24	57,848	158,193	53.6%	53.1%	TOTAL PARTS SALES-SERV	NON FOMOCO DUALS ONLY						
25	-	-			5500	5810	MEMO: OTHER FRAN PARTS PURCHASES					
26	-	-			BODY SHOP (METAL)	MONTH	YTD					
27	-	-			5510	5820						
28	-	-			BODY SHOP (PAINT)	RO ANALYSIS	TRAFFIC RO COUNT	SALES PER RO				
29	-	-			5520	5830	SERVICE OTH FRAN	24	1,071	201		
30	-	-			WARRANTY & POLICY CLAIMS (BODY SHOP)	5279	60	1,313	189			
31	-	-			5530	5840	BODY OTH FRAN	-	-	-		
32	-	-			INTERNAL (BODY SHOP)	5281	-	-	-	-		
33	-	-			5540 5545	5770 5780 5781	-	-	-	-		
34	-	-			MATERIALS	5285	-	-	-	-		
35	-	-			5501 5501	5811 5811	*MEMO: PRODUCTIVITY/EFFICIENCY					
36	-	-			PARTS SALES BODY NON-FRANCHISE	5575	-	-	-	-		
37	-	-			TOTAL PARTS SALES-BODY	SERVICE TECH.	MONTH	YTD				
38	-	-			5550 60 604L 60	AVAILABLE CLOCKED HOURS	568	1,309				
39	-	-			DISCOUNT EARNED	ACTUAL HOURS WORKED	441	1,040				
40	-	-			6570 71 6580	INVENTORY ADJUST	469	1,259				
41	146,948	450,465			TOTAL DEPARTMENTS	5340	71,590	184,702				
42	80,744	237,104	54.9%	52.6%	6300	5341	53,250	137,131	74.4%	74.2%		
43	-	-			COST OF SALES - LIFO							
44	80,744	237,104	54.9%	52.6%	TOTAL	5343	53,250	137,131	74.4%	74.2%		
45	76 PARTS SALES EXPENSE				77 SERVICE SALES EXPENSE				78 BODY SHOPE SALES EXPENSE			
46	2,123	11,942	2.6%	5.0%	00 04 05	1344	3,091	10,384	5.8%	7.6%		
47	3,081	10,439	3.8%	4.4%	02 03 10	5345	5,063	20,085	9.5%	14.6%		
48	-	-	0.0%	0.0%	08 20 25	5346	-	367	0.0%	0.3%		
49	1,700	5,767	2.1%	2.4%	30 31 32	5347	240	424	0.5%	0.3%		
50	-	-	0.0%	0.0%	ADVERT / PROMO	5361	-	-	0.0%	0.0%		
51	1,373	5,371	1.7%	1.4%	40 45	5349	2,156	4,389	4.0%	3.2%		
52	2,592	2,565	3.2%	1.1%	50 55	5350	608	1,329	1.1%	1.0%		
53	-	-	0.0%	0.0%	60 61	5351	55	(458)	0.1%	-0.3%		
54	-	-	0.0%	0.0%	65 70	5352	1,643	12,901	3.1%	9.4%		
55	12,736	15,562	15.8%	6.6%	71 75	5353	-	-	0.0%	0.0%		
56	182	423	0.2%	0.2%	80 81	5354	137	202	0.3%	0.1%		
57	1,500	4,500	1.9%	1.9%	85 90	5355	-	-	0.0%	0.0%		
58	-	-	0.0%	0.0%	INV CNTRL & DP	5356	19	3,763	0.0%	2.7%		
59	25,287	54,569	31.3%	23.0%	VAC/TO PAY TECH	5357	-	-	0.0%	0.0%		
60	55,457	182,535	68.7%	77.0%	TOTAL SALES EXP.	5358	13,012	53,386	24.4%	38.9%		
61	(11,752)	(30,799)			SELLING GROSS	5359	11,752	30,799				
62	43,705	151,736			SHOP PARTS GROSS TRNG	5360	51,990	114,544				
					ADJ SELLING GRS							