

OPERATING SUMMARY

LINE NO	OPERATING SUMMARY	DOLLARS		UNITS YTD			DEPARTMENTAL OPERATING SUMMARY				
		MONTH	YTD	CAR	SUV	TRUCK	NEW	USED	PARTS *	SERVICE *	BODY SHOP *
1	TOTAL SALES	11,381,678	11,381,678	N 40	N 43	N 73	M 6,727,739	M 2,475,569	M 1,778,129	M 400,241	
2				U 40		U 53	Y 6,727,739	Y 2,475,569	Y 1,778,129	Y 400,241	
3	TOTAL GROSS	1,578,760	1,578,760	% TOTAL GROSS			M 723,111	M 147,612	M 441,090	M 266,947	
4				MONTH			Y 723,111	Y 147,612	Y 441,090	Y 266,947	
5	TOTAL SELLING EXPENSE	734,512	734,512		46.5	46.5	M 210,740	M 128,453	M 249,470	M 145,849	
6	TOTAL SELLING / ADJUSTED SELLING GROSS	844,248	844,248		53.5	53.5	M 512,371	M 19,159	M 191,620	M 121,098	
7	TOTAL FIXED EXPENSE	563,338	563,338		35.7	35.7	M 193,401	M 77,530	M 124,390	M 168,017	
8	DEALER SALARY	4,000	4,000		0.3	0.3	M 1,600	M 600	M 800	M 1,000	
9	OPERATING PROFIT	276,910	276,910		17.5	17.5	M 317,370	M -58,971	M 66,430	M -47,919	
10							Y 317,370	Y -58,971	Y 66,430	Y -47,919	
11	LEASED VEHICLE	5300									
12	RENTAL VEHICLE	5200									
13	RECREATIONAL VEHICLE	9000									
14	OTH. INVTY INCOME	9050									
15	ADJ. TO INC.	81,910	81,910		5.2	5.2					
16	FORD MOTOR CO. PROGRAMS	29,823	29,823		1.9	1.9					
17	INDEMNITIES (NON-US)										
18	BONUS	58,296	58,296		3.7	3.7					
19	PROFIT BEFORE INCOME TAX	330,347	330,347		20.9	20.9					
20	EST. INCOME TAX	4	4		2.848	2.848					
21	PROFIT SHARING (NON US)										
22	COMBINED CAPITAL LEGAL RESERVE (NON-US)										
23	NET PROFIT AFTER TAX	330,343	330,343		2.9	2.9					
24	TOT. OVERHEAD EXP.	1,028,085	1,028,085		8.863	8.863					
25	TOTAL P, S, BS GROSS	708,037	708,037		6.104	6.104					
26	NET OPERATING COST	320,048	320,048		2.759	2.759					
27	TOT. VEHICLE GROSS	870,723	870,723		7.506	7.506					
28	O/HEAD VAR. SALES EXP.	273,765	273,765		2.360	2.360					
29	EXP. VARIABLE GROSS	596,958	596,958		5.146	5.146					
30	BREAK-EVEN UNITS = N.O.C. / VAR. GROSS + DOC FEES + FOMOCO PROGRAMS PN/UVR				90	90					

ADDITIONS		MONTH	YTD
CASH DISCOUNT EARNED	9100		1309
INTEREST INCOME	9150		1310
DIVIDEND INCOME	9200		1311
SALES FIXED ASSETS	9250		1312
OTHER INCOME	9300	127,396	127,396
DOCUMENTATION FEES	9370		1314
DEDUCTIONS			
CASH DISCOUNT	9400		1315
OTHER	9450	45,486	45,486
	9600		
TOTAL	(Line 20)	81,910	81,910

FORD MOTOR COMPANY PROGRAMS			
LINCOLN SUPPORT	9430		1414
FORD SUPPORT	9440		1415
AD STANDARDS	9460	29,823	29,823
CUST. SATISFACTION RECOGNITION (FoC)	9620		1416
TOTAL FORD MOTOR CO. PROGRAMS	(Line 21)	29,823	29,823

Service Absorption: The Sum of Total Parts, Service & Body Shop Gross Profits DIVIDED By the Sum of Total Fixed Expense + Dealer Salary + Parts, Service & Body Shop Sales Expense.
(Benchmark is 85% - 100%)

	MONTH	YTD
	73.6 %	73.6 %

NON-US DEALER ADJUSTMENTS (MEMO)			
EXCHANGE RATE ADJUSTMENT	9350		1443
MONETARY ADJUSTMENT	9600		1444
TOTAL PAYROLL			1445

LINE NO	OPER. TREND ANALYSIS	NEW UNITS			USED UNITS RETAIL		TOTAL VEH. (INC. WHSL.)	SELLING / ADJUSTED * SELLING GROSS (000)					FIXED EXP. (000)	OPT. PFT (000)	PFT BIT (000)	NET PFT PNVS
		CAR	SUV	TRUCK	CAR	SUV / TRK		NEW	USED	PARTS	SERVICE	BODY SHOP				
47	JANUARY		43	73	17	53	209	512	19	192	121		563	277	330	2,848
48	FEBRUARY															
49	MARCH															
50	APRIL															
51	MAY															
52	JUNE															
53	JULY															
54	AUGUST															
55	SEPTEMBER															
56	OCTOBER															
57	NOVEMBER															
58	DECEMBER															
59	CURRENT YTD		43	73	17	53	209	512	19	192	121		563	277	330	2,848
60	PRIOR YTD	105		86	25	77	326	652	320	379	340		1,301	390	465	

LINE	DEALER LARRY H MILLER FORD				P&A CODE 3467		SALES CODE 56A011		MTH 31 JAN 2023		PG3SUV	
	MONTH				NEW SUV				YEAR-TO-DATE			
	SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL SUV				UNITS	GR PVS	SALES	GROSS
1					EDGE	3475						
2	320,788	18,979	9	2,109	ESCAPE	3476			9	2,109	320,788	18,979
3	311,423	17,442	6	2,907	EXPLORER	3450			6	2,907	311,423	17,442
4	242,428	16,313	3	5,438	EXPEDITION	3411			3	5,438	242,428	16,313
5	1,149,254	73,491	22	3,341	BRONCO SPORT	3400			22	3,341	1,149,254	73,491
6					BRONCO	3401						
7					ECOSPORT	3007						
8					TBD FORD SUV #1	3008						
9					TERRITORY (MEXICO ONLY)	3198						
10					FORD DISCONTINUED SUV	3199						
11	2,023,893	126,225	40	3,156	TOTAL FORD RETAIL SUV	3564			40	3,156	2,023,893	126,225
12					LINCOLN NAVIGATOR	3565						
13					LINCOLN NAUTILUS	3590						
14					LINCOLN AVIATOR	3591						
15					LINCOLN CORSAIR	3566						
16					TBD LINCOLN SUV #1	3567						
17					LINCOLN DISCONTINUED SUV	3582						
18					TOTAL LINCOLN RETAIL SUV	3583						
19					NON FOMOCO SUV	3592						
20	2,023,893	126,225	40	3,156	TOTAL RETAIL SUV	3593			40	3,156	2,023,893	126,225
21					FOMOCO COM'L. / FLEET SUV	3594						
22					NON FOMOCO COM'L. / FLEET SUV	3595						
23					TOTAL COMMERCIAL / FLEET SUV	3596						
24					SUV INCENTIVES (GAS & DIESEL)	3597						
25	2,023,893	126,225	40	3,156	TOTAL NEW SUV (GAS & DIESEL)	4264			40	3,156	2,023,893	126,225
26					NEW ALTERNATIVE ENERGY SUV	4265						
27					ESCAPE (PHEV)	3152						
28					ESCAPE HYBRID	3153						
29					EXPLORER HYBRID	3414						
30	128,545	11,942	3	3,981	MUSTANG MACH-E	3415			3	3,981	128,545	11,942
31					TBD FORD ALT. ENERGY SUV #1	3154						
32					TBD FORD ALT. ENERGY SUV #2	3155						
33					FORD DISCT. ALT. ENERGY SUV	3136						
34	128,545	11,942	3	3,981	TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV	3137			3	3,981	128,545	11,942
35					LINCOLN CORSAIR (PHEV)	3176						
36					LINCOLN AVIATOR (PHEV)	3177						
37					TBD LINCOLN ALTERNATIVE ENERGY SUV #1	3178						
38					TBD LINCOLN ALTERNATIVE ENERGY SUV #2	3180						
39					LINCOLN DISCONTINUED ALTERNATIVE ENERGY SUV	3181						
40					TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV	3164						
41					NON FOMOCO ALT. ENERGY SUV	3165						
42	128,545	11,942	3	3,981	TOTAL ALT. ENERGY RETAIL SUV	3166			3	3,981	128,545	11,942
43					FOMOCO ALTERNATIVE ENERGY COMMERCIAL / FLEET SUV	3167						
44					NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL / FLEET SUV	3168						
45					TOTAL ALTERNATIVE ENERGY COMMERCIAL / FLEET SUV	3169						
46					SUV INCENTIVES (ALT. ENERGY)	3170						
47	128,545	11,942	3	3,981	TOTAL NEW ALT. ENERGY SUV	3171			3	3,981	128,545	11,942
48					SUV SUBSCRIPTION SERVICE	3172						
49	2,152,438	138,167	43	3,213	TOTAL NEW SUV VEHICLES	4291			43	3,213	2,152,438	138,167
50						4292						
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LINE	DEALER LARRY H MILLER FORD				P&A CODE 3467		SALES CODE 56A011		MTH 31 JAN 2023		PG3TRK	
	MONTH				NEW TRUCKS				YEAR-TO-DATE			
	SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL TRUCKS		UNITS	GR PVS	SALES	GROSS	UNITS	GR PVS
1					ECONOLINE / CLUB WAGON	3420 3421						
2	351,607	10,152	8	1,269	RANGER	3422 3423	8	1,269	351,607	10,152	8	1,269
3	2,531,029	224,021	36	6,223	F150	3780 3781	36	6,223	2,531,029	224,021	36	6,223
4	885,836	77,297	11	7,027	SUPER DUTY F250-350	3790 3791	11	7,027	885,836	77,297	11	7,027
5					TRANSIT CONNECT	3597 3598						
6	250,700	17,090	4	4,273	TRANSIT (VAN)	3550 3551	4	4,273	250,700	17,090	4	4,273
7	141,220	4,408	5	882	MAVERICK	3556 3557	5	882	141,220	4,408	5	882
8					TBD FORD TRUCK #2	3032 3033						
9					TRANSIT COURIER (MEXICO ONLY)	3096 3097						
10					FORD DISCONTINUED TRUCK	3570 3571						
11	4,160,392	332,968	64	5,203	TOTAL FORD LIGHT RETAIL TRUCKS	8014	64	5,203	4,160,392	332,968	64	5,203
12					NON-FOMOCO LIGHT TRUCK	3460 3461						
13	4,160,392	332,968	64	5,203	TOTAL LIGHT RETAIL TRUCKS	8994	64	5,203	4,160,392	332,968	64	5,203
14					SUPER DUTY F450-600	3740 3741						
15					SUPER DUTY F650-750	3500 3501						
16					TOTAL FORD MEDIUM RTL. TRKS.							
17					NON-FOMOCO MEDIUM RETAIL TRUCKS	3600 3601						
18					TOTAL MEDIUM RETAIL TRUCKS	3604						
19	4,160,392	332,968	64	5,203	TOTAL RETAIL TRUCKS	8974	64	5,203	4,160,392	332,968	64	5,203
20	414,909	15,336	9	1,704	FOMOCO COM'L / FLEET LIGHT TRK	3470 3524-29,31,32	9	1,704	414,909	15,336	9	1,704
21					NON-FOMOCO COMMERCIAL FLEET LIGHT TRUCK	3516						
22	414,909	15,336	9	1,704	TOTAL COM'L. / FLEET LIGHT TRKS.	3674	9	1,704	414,909	15,336	9	1,704
23					FOMOCO COM'L / FLEET MED. TRKS.	3609 3533						
24					NON-FOMOCO COM'L / FLEET MEDIUM TRUCK	3610						
25					TOTAL COM'L. / FLEET MEDIUM TRUCKS							
26	414,909	15,336	9	1,704	TOTAL COM'L FLEET TRUCKS	3784	9	1,704	414,909	15,336	9	1,704
27					TRUCK INCENTIVES (GAS & DIESEL)	4620 4621						
28	4,575,301	348,304	73	4,771	TOTAL NEW TRUCKS (GAS & DIESEL)	8914	73	4,771	4,575,301	348,304	73	4,771
29					NEW ALTERNATIVE ENERGY TRUCKS							
30					F150 HYBRID	3156 3157						
31					F150 LIGHTNING (BEV)	3190 3191						
32					E-TRANSIT (VAN) (BEV)	3192 3193						
33					MAVERICK HYBRID	3158 3159						
34					TBD FORD ALT. ENERGY TRUCK #2	3160 3161						
35					FORD DISCONTINUED ALTERNATIVE ENERGY TRUCK	3162 3163						
36					TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCKS	8044						
37					NON-FOMOCO ALT. ENERGY TRUCK	3174 3175						
38					TOTAL ALTERNATIVE ENERGY RETAIL TRUCKS	8984						
39					FORD MOTOR CO. ALT. ENERGY COMMERCIAL / FLEET TRUCK	3520 3527, 3530						
40					NON-FOMOCO ALT. ENERGY COMMERCIAL / FLEET TRUCK	3522						
41					TOTAL ALTERNATIVE ENERGY COMMERCIAL / FLEET TRUCKS	3184						
42					TRUCK INCENTIVES (ALT. ENERGY)	4009 4010						
43					TOTAL NEW ALTERNATIVE ENERGY TRUCKS	8904						
44					TRUCK SUBSCRIPTION SERVICE	4293 4294						
45	4,575,301	348,304	73	4,771	TOTAL NEW TRUCKS	8414	73	4,771	4,575,301	348,304	73	4,771

LINE	MONTH				NEW CARS		YEAR-TO-DATE			
	SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL CARS	UNITS	GR PVS	SALES	GROSS	
1					MUSTANG	3040				
2					FORD GT	3041				
3					FIGO (MEXICO ONLY)	3037				
4					FORD DISCONTINUED CAR	3038				
5						3114				
6						3115				
7						3045				
8						3046				
9					TOTAL FORD RETAIL CARS					
10					LINCOLN DISCONTINUED CAR	3242				
11						3243				
12					TOTAL LINCOLN RETAIL CARS					
13					NON-FOMOCO RETAIL CAR	3340				
14						3341				
15					TOTAL RETAIL CARS					
16					FOMOCO COM'L / FLEET CAR	3360				
17						3362				
18					NON-FOMOCO COM'L / FLEET CAR	3370				
19					TOTAL COM'L FLEET CARS					
20					CAR INCENTIVES (GAS & DIESEL)	4380				
21						4381				
22					TOTAL NEW CARS (GAS & DIESEL)					
23					NEW ALTERNATIVE ENERGY CARS					
24					TBD FORD ALTERNATIVE ENERGY CAR #1	3138				
25						3139				
26					TBD FORD ALTERNATIVE ENERGY CAR #2	3140				
27						3141				
28					FORD DISCONTINUED ALTERNATIVE ENERGY CARS	3142				
29						3143				
30					TOTAL FORD ALT. ENERGY RTL. CARS					
31					TBD LINCOLN ALTERNATIVE ENERGY CAR #1	3144				
32						3145				
33					TBD LINCOLN ALTERNATIVE ENERGY CAR #2	3146				
34						3147				
35					LINCOLN DISCT. ALT. ENERGY CAR	3148				
36						3149				
37					TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CARS					
38					NON-FOMOCO ALT. ENERGY CARS	3150				
39						3151				
40					TOTAL ALT. ENERGY RETAIL CARS					
41					FOMOCO ALTERNATIVE ENERGY COMMERCIAL / FLEET CAR	3512				
42						3513				
43					NON-FOMOCO ALTERNATIVE ENERGY COMMERCIAL / FLEET CAR	3514				
44						3515				
45					TOTAL ALTERNATIVE ENERGY COMMERCIAL / FLEET CARS					
46					CAR INCENTIVES (ALT. ENERGY)	4109				
47						4011				
48					TOTAL NEW ALT. ENERGY CARS					
49					CAR SUBSCRIPTION SERVICE	4295				
50						4296				
51					TOTAL NEW CARS					
52					TOTAL NEW VEH. (GAS & DIESEL)					
53					TOTAL NEW ALTERNATIVE ENERGY VEHICLES					
54					TOTAL SUBSCRIPTION SERVICE					
55					DEALER TRANSFERS	3639				
56					UNITS YTD	4640				
57					TOTAL NEW VEHICLES					
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LINE	MTD	YTD	DIGITAL ADVERTISING	MTD	YTD	UNITS
47						
48			SEARCH ENGINE MKTNG. (SEM)			
49			DISPLAY ADS / RETARGETING INC. SOCIAL			
50			DIGITAL RETAILING			
51			ONLINE REPUTATION SERVICES			
52			3RD PARTY LEAD PROVIDERS			
53			DATABASE MARKETING			
54			OTHER			
55			TOTAL DIGITAL ADVERTISING			
56						
57			TV BROADCAST & CABLE			
58			RADIO			
59			DIRECT MAIL			
60			OTHER			
61			TOTAL TRADITIONAL ADVERTISING			
62			TOTAL ADVERTISING			

LINE	MTD	YTD	DIGITAL ADVERTISING	MTD	YTD	UNITS
47						
48			SEARCH ENGINE MKTNG. (SEM)			
49			DISPLAY ADS / RETARGETING INC. SOCIAL			
50			DIGITAL RETAILING			
51			ONLINE REPUTATION SERVICES			
52			3RD PARTY LEAD PROVIDERS			
53			DATABASE MARKETING			
54			OTHER			
55			TOTAL DIGITAL ADVERTISING			
56						
57			TV BROADCAST & CABLE			
58			RADIO			
59			DIRECT MAIL			
60			OTHER			
61			TOTAL TRADITIONAL ADVERTISING			
62			TOTAL ADVERTISING			

DEALER		LARRY H MILLER FORD				P&A CODE 3467		SALES CODE 56A011		MTH 31 JAN 2023		PG 4			
LINE NO.	SALES	GROSS	UNITS	GR PVS	USED VEHICLE DEPARTMENT			UNITS	GR PVS	SALES	GROSS				
1	16,341	-43,492	1	-43,492	USED CAR RTL. (NON CERT.)			1	-43,492	16,341	-43,492				
2					FBA BLUE CAR RETAIL										
3	324,421	10,190	16	637	FBA GOLD / LINCOLN / OTHER CAR			16	637	324,421	10,190				
4	340,762	-33,302	17	-1,959	TOTAL USED CARS RETAIL			17	-1,959	340,762	-33,302				
5	732,536	25,062	21	1,193	USED SUV/LIGHT TRUCK RETAIL (NON CERT.)			21	1,193	732,536	25,062				
6					USED COM'L / FLEET										
7	491,008	23,427	17	1,378	FBA BLUE SUV / TRUCK RETAIL			17	1,378	491,008	23,427				
8	501,059	24,173	15	1,612	FBA GOLD / LINCOLN / OTH. SUV / TRK			15	1,612	501,059	24,173				
9	1,724,603	72,662	53	1,371	TOTAL USED SUV/TRUCKS RETAIL			53	1,371	1,724,603	72,662				
10					USED VEHICLE INCENTIVES										
11	2,065,365	39,360	70	562	TOTAL USED RETAIL			70	562	2,065,365	39,360				
12	410,204	2,538	23	110	USED CAR WHOLESALE			23	110	410,204	2,538				
13					CAR OFF LEASE										
14					USED SUV/TRUCK WHLS.										
15					SUV / TRUCK OFF LEASE										
16					USED VEH. INVENTORY ADJ										
17	410,204	2,538	23	110	TOTAL USED WHOLESALE			23	110	410,204	2,538				
18	2,475,569	41,898	93	451	TOTAL USED VEHICLES			93	451	2,475,569	41,898				
19	UNITS		COST		COST PER UNIT		RECONDITIONING ANALYSIS		UNITS		COST		COST PER UNIT		
20	MTH	YTD	MONTH	YTD	MTH	YTD	C	A	R	MTH	YTD	MONTH	YTD	MONTH	YTD
21	INCOME				UNITS		% PEN	PVR	F&I	UNITS		% PEN	PVR	INCOME	
22	MONTH	YTD	MTH	YTD	YTD	MTH	YTD	DEPT.	MTH	YTD	YTD	MTH	YTD	MONTH	YTD
23	131,304	131,304	54	54	50.5	1227	1227	5000,01 FIN. CONTRACTS	56	56	80.0	1	1	56	56
24	6,873	6,873				64	64	5010,11 FIN. INC. ADJ.							
25								5020,21 INSUR. CONTRACTS							
26	-5,338	-5,338	11	11	10.3	-50	-50	5090,91 GAP INSURANCE	17	17	24.3	7	7	464	464
27								5030,31 INSUR. ADJ.							
28	77,002	77,002	47	47	43.9	720	720	5040,41 EXT. SVC. CONTR.	53	53	75.7	1035	1035	72,465	72,465
29	14,172	14,172				132	132	5050,51 EXT. SERV. CONTR. REF.							
30	54,717	54,717				511	511	5060,61 OTHER MDSE.				468	468	32,729	32,729
31								6070,80 REPO LOSS NET							
32	236,640	236,640				2212	2212	F&I NET INC.				1510	1510	105,714	105,714
33	MONTH	YTD	PNVS		TOTAL VEHICLE GROSS		PUVS		MONTH	YTD	TOTAL VEHICLE GROSS		PUVS		
34	486,471	486,471	4,194	4,194	451		451	41,898		41,898	451		451		
35					COST OF SALES ADJ: LIFO						COST OF SALES ADJ: LIFO				
36	236,640	236,640	2,212	2,212	1,510		1,510	105,714		105,714	1,510		1,510		
37	6,727,739	6,727,739	NEW GROSS % SALES		TOTAL		USED GROSS % SALES		2,475,569		TOTAL		USED GROSS % SALES		
38	723,111	723,111	10.7	10.7	6.0		6.0	147,612		TOTAL		USED GROSS % SALES			
39	NEW VEH. SALES EXPENSE				% TOTAL NEW GROSS		COMM. & INCENT.		% TOTAL USED GROSS		USED VEH. SALES EXPENSE				
40	84,763	84,763	11.7	11.7	30.5		30.5	45,059		TOTAL		USED GROSS % SALES			
41	68,831	68,831	9.5	9.5	13.3		13.3	19,582		TOTAL		USED GROSS % SALES			
42	37,702	37,702	5.2	5.2	7.3		7.3	10,804		TOTAL		USED GROSS % SALES			
43	1,469	1,469	0.2	0.2						TOTAL		USED GROSS % SALES			
44					PRE-DELIVERY						TOTAL		USED GROSS % SALES		
45					PRE-DELIVERY ALLOW.						TOTAL		USED GROSS % SALES		
46	192,765	192,765	26.7	26.7	3.8		3.8	5,555		TOTAL		USED GROSS % SALES			
47	530,346	530,346	73.3	73.3	54.9		54.9	81,000		TOTAL		USED GROSS % SALES			
48	35,233	35,233	4.9	4.9	45.1		45.1	66,612		TOTAL		USED GROSS % SALES			
49					14.3		14.3	21,155		TOTAL		USED GROSS % SALES			
50	7,191	7,191	1.0	1.0	10.8		10.8	15,925		TOTAL		USED GROSS % SALES			
51	14,944	14,944	2.1	2.1	6.6		6.6	9,748		TOTAL		USED GROSS % SALES			
52	(8,360)	(8,360)	1.2	1.2						TOTAL		USED GROSS % SALES			
53					0.4		0.4	625		TOTAL		USED GROSS % SALES			
54	1,250	1,250	0.2	0.2						TOTAL		USED GROSS % SALES			
55	727	727	0.1	0.1						TOTAL		USED GROSS % SALES			
56										TOTAL		USED GROSS % SALES			
57										TOTAL		USED GROSS % SALES			
58	55,235	55,235	7.6	7.6						TOTAL		USED GROSS % SALES			
59	(88,245)	(88,245)	12.2	12.2						TOTAL		USED GROSS % SALES			
60	17,975	17,975	2.5	2.5						TOTAL		USED GROSS % SALES			
61	512,371	512,371	70.9	70.9						TOTAL		USED GROSS % SALES			
62					13.0		13.0	19,159		TOTAL		USED GROSS % SALES			

LINE NO	DEALER		LARRY H MILLER FORD		P&A CODE		3467		SALES CODE		56A011		MONTH		31 JAN 2023		PG 5	
	PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT									
	MONTH	YTD	MTH.	YTD	MONTH	YTD	MTH.	YTD	MONTH	YTD	MTH.	YTD	MONTH	YTD	MTH.	YTD		
1	1,410,168	1,410,168			S													
2	222,931	222,931			G													
3					G													
4	222,931	222,931	15.8	15.8	G													
5	51,692	51,692			S													
6	16,701	16,701	32.3	32.3	G													
7	173,591	173,591			S													
8	56,154	56,154	32.3	32.3	G													
9					S													
10					G													
11					G													
12	74,390	74,390			S													
13	34,007	34,007	45.7	45.7	G													
14	52,056	52,056			S													
15	16,933	16,933	32.5	32.5	G													
16					G													
17					S													
18					G													
19	16,232	16,232			S													
20	2,767	2,767	17.0	17.0	G													
21					S													
22					G													
23	316,269	316,269			S													
24	109,861	109,861	34.7	34.7	G													
25					S													
26					G													
27					S													
28					G													
29					S													
30					G													
31					S													
32					G													
33					S													
34					G													
35					S													
36					G													
37					S													
38					G													
39	113,725	113,725			S													
40	-22,128	-22,128			G													
41	1,778,129	1,778,129			S													
42	441,090	441,090	24.8	24.8	G													
43					S													
44	441,090	441,090	24.8	24.8	G													
45	76 PARTS SALES EXPENSE				77 SERVICE SALES EXP.				78 BODY SHOP SALES EXP.				% BODY GROSS					
46	16,104	16,104	3.7	3.7														
47	85,529	85,529	19.4	19.4														
48	99,544	99,544	22.6	22.6														
49	3,725	3,725	0.8	0.8														
50																		
51	469	469	0.1	0.1														
52	953	953	0.2	0.2														
53																		
54	1,662	1,662	0.4	0.4														
55	29,400	29,400	6.7	6.7														
56	339	339	0.1	0.1														
57																		
58	11,745	11,745	2.7	2.7														
59	249,470	249,470	56.6	56.6														
60	191,620	191,620	43.4	43.4														
61																		
62	191,620	191,620																

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DEALER		LARRY H MILLER FORD				P&A CODE 3467		SALES CODE 56A011		MTH 31 JAN 2023		PG 6	
LINE NO	SELLING / ADJUSTED * SELLING GROSS ALL DEPTS.		MONTH	YTD	MTH	YTD	NEW	USED	PARTS *	SERVICE *	BODY *	UNAPPLIED	
			844,248	844,248	53.5	53.5	512,371	19,159	191,620	121,098			
FIXED EXPENSE				% GROSS		DEPARTMENTAL FIXED EXPENSE ALLOCATION - YTD							
1	SAL. - GEN. MGR.	8000, 8005 8006, 8050	29,584	29,584	1.9	1.9	11,833	4,438	5,917	7,396			
2	SALARIES - ADM.	8020	15,000	15,000	1.0	1.0	6,000	2,250	3,000	3,750			
3	EMPLOYEE BENEFIT	8040, 8041 8045, 8051	45,180	45,180	2.9	2.9	10,355	6,354	10,395	18,076			
4	PAYROLL TAXES	8100, 8105 8106, 8052	79,231	79,231	5.0	5.0	24,196	14,267	15,218	25,550			
5	PENSIONS	8200, 8205 8206, 8210, 8053 8220	8,495	8,495	0.5	0.5	8,495						
6	INST ADV & PROMO	8240											
7	RENT & EQUIV *	8054-59, 81; 8300, 05, 06, 20, 40, 45, 46, 60, 65, 66, 80, 85, 86; 8400, 05, 06, 20, 25, 26	141,223	141,223	8.9	8.9	62,108	20,499	28,053	30,563			
8	UTILITIES *	8500, 8505 8506, 8060	26,109	26,109	1.7	1.7	10,444	3,916	5,222	6,527			
9	TELEPHONE	8520, 8525, 8446 8061, 8080	3,660	3,660	0.2	0.2	1,644	639	552	825			
10	TAXES	8540, 8445 8646, 8062	27,500	27,500	1.7	1.7	11,000	4,125	5,500	6,875			
11	INSURANCE	8600 8620											
12	OFFICE SUPPLIES	8640, 8645 8666, 8063	6,964	6,964	0.4	0.4	2,786	1,207	1,230	1,741			
13	PROFESSIONAL & SERVICE FEES	8660, 8665 8706, 8064	60,902	60,902	3.9	3.9	28,644	11,899	4,599	15,760			
14	DATA PROCESSING	8082 8680	26,514	26,514	1.7	1.7	8,151	3,125	9,365	5,873			
15	BAD DEBTS	8700, 8705 8725, 8065	50,785	50,785	3.2	3.2			27,704	23,081			
16	CONTRIBUTIONS	8720, 8725 8766, 8066	500	500			200	75	100	125			
17	INTEREST	8740											
18	DEPR. EQUIP.	8760, 8765, 8806 8067, 8083	20,496	20,496	1.3	1.3	3,466	1,733	1,478	13,819			
19	EQUIP. & VEHICLE MAINT. GENERAL	8780 8084	12,810	12,810	0.8	0.8	2,969	1,275	3,153	5,413			
20	TRAVEL & ENTERTAINMENT	8800, 8805 8826, 8068	5,634	5,634	0.4	0.4	58	29	2,904	2,643			
21	MISC. EXP.	8820, 8825, 8841 8069, 8085	2,751	2,751	0.2	0.2	1,052	1,699					
22	ALLOCATION OF UNAPPLIED EXP. →												
23	TOTAL FIXED		563,338	563,338	35.7	35.7	193,401	77,530	124,390	168,017			TOTAL APPLIED →
24	DEALER SALARY	8900 8901	4,000	4,000	0.3	0.3	1,600	600	800	1,000			
25	OPERATING PROFIT		276,910	276,910	17.5	17.5	317,370	-58,971	66,430	-47,919			
26	NEW VEHICLE		F&I SELLING			USED VEHICLE		RENTAL DEPARTMENT			MONTH	YTD	
27	MONTH	YTD	GROSS ANALYSIS			MONTH	YTD	INCOME					
28	486,471	486,471	GROSS			41,898	41,898	SALARIES			5210		
29	155,063	155,063	VAR. SELLING EXP.			70,196	70,196	COMMISSIONS / INCENTIVES			5220		
30	17,975	17,975	SEMI-FIXED SELLING EXP.			47,453	47,453	OTHER EXPENSES			5230		
31	313,433	313,433	SELLING GROSS			-75,751	-75,751	TOTAL NET			5200		
32	236,640	236,640	TOTAL F&I NET INC.			105,714	105,714	AGREEMENTS					
33	37,702	37,702	F&I SELLING EXP.			10,804	10,804	INVENTORY					
34	198,938	198,938	F&I SELLING GROSS			94,910	94,910	ANALYSIS			CAR	TRK	SUV
35	512,371	512,371	TOTAL SELLING GRS			19,159	19,159	TOT. UNITS @ EOM					
36	* RENT & EQUIV-ALIENT		MONTH	YTD				TOT UNIT DAYS AVAIL/MO					
37	NET RENT OR EQUIV.	8300, 05, 8054 8306, 8320	122,250	122,250				CUST ESP PD DAYS/MO					
38	DEPR. & AMORT.	8340, 45, 46; 8055 8360, 65, 66; 8056						SER LOANER PD DAYS/MO					
39	INSUR. - BLDG.	8380, 85, 86 8057, 8081	18,972	18,972				DEALER PAID DAYS/MO					
40	TAX - REAL ESTATE	8400, 05, 06 8058						NON UTILIZED DAYS/MO					
41	MAINT. - BLDG.	8420, 25, 26 8059						% UTILIZATION					
42	TOTAL		141,222	141,222				% CUSTOMER/EXP. PAID					
43	PERSONNEL SUMMARY	ADMIN	FRAN. N & U	F&I	REN/LSE	FRAN. PARTS	FRAN. SERV.	BODY	* MEMO - UTILITY EXP.			MONTH	YTD
44	DEALERS	1							GAS				
45	MANAGEMENT	1	3			1	1		ELECTRIC				
46	SALESPERSONS / SERVICE ADVISORS		14	3		11	7		WATER				
47	TECH-REPAIR						27		SEWAGE				
48	NICIANS INTERNAL								SOLAR				
49	CLERICAL	5					5		TOTAL				
50	OTHER	1	5			8	4						
51	TOTAL	97	8	22	3	20	44						
52	SALES- PERSON	< 12 MOS	2		SERVICE ADVISOR	< 12 MOS	7						
53	TENURE (IN MONTHS)	12 - 36 MOS	7		TENURE (IN MONTHS)	12 - 36 MOS							
54		37 - 60 MOS	2			37 - 60 MOS							
55		61+ MOS	3			61+ MOS							
56	SLSPE. TURNOVER	HIRED - YTD	1		SERVICE ADVISOR TURNOVER	HIRED - YTD	1						
57		TERM. - YTD				TERM. - YTD	1						
58	SPLIT SLS FORCE	NEW	USED	COMB	TOTAL	STALL COUNT							
59	MANAGERS	2	1		3	REPAIR	INTERNAL	BODY					
60	SALESPERSONS	13	1		14	54							

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LINE NO.	MONTH				YTD				MONTH				YTD			
	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4

MEMO: QUICK LANE (US & CANADA)

PARTS DEPARTMENT

LINE NO.	MONTH	YTD	MTH	YTD	DESCRIPTION	GRS % SLS	STATUS
7					5402 PARTS WHOLESALE		S
8							G
9					5422 PARTS COUNTER RETAIL		S
10							G
11					5435 RETAIL SHOP SALES		S
12							G
13					5436 TIRE SALES		S
14							G
15					5445 ESP / ESC / QFC SALES		S
16							G
17					5462 WARRANTY SALES		S
18							G
19					5475 INTERNAL SALES		S
20							G
21					5476 INTERNAL TIRE SALES		S
22							G
23					6741 UNAPPLIED TIME		S
24							G
25					5485 SUBLET SALES		S
26							G
27					5492 OTHER MERCHANDISE		S
28							G
29					5545 MATERIALS		S
30							G
31					6561 DISCOUNT EARNED		S
32					6565 INVENT ADJ		S
33					6571		S
33					6585		S
33					TOTAL DEPTS.		S
33							G

SERVICE DEPARTMENT

LINE NO.	MONTH	YTD	MTH	YTD	DESCRIPTION	GRS % SLS	STATUS
34							S
35							G
36							S
37							G
38							S
39							G
40							S
41							G
42							S
43							G
44							S
45							G
46							S
47							G
48							S
49							G
50							S
51							G
52							S
53							G
54							S
55							G
56							S
57							G
58							S
59							G
60							S
61							G
62							S

R.O. ANALYSIS	TRAFFIC RO CNT.	SALES PER R.O.	
		PARTS	LABOR
RETAIL SHOP SALES	M 7684		
ESP / ESC / QFC SALES	M 7686		
INTERNAL SALES	M 7688		
OTHER MDSE.	M 7690		
WARRANTY SALES	M 7692		

PARTS ALLOCATION FIXED EXPENSE

		MTH	YTD
SALARIES	8006		7951
BENEFITS	8041		7952
PAYROLL TAXES	8106		7953
PENSIONS	8206		7954
RENT & LEASE	8306		7955
DEPR. BLDG. & IMP.	8346		7956
AMORT. of IMPR.	8366		7957
INS. BLDGS.	8386		7958
TAXES REAL ESTATE	8406		7959
MAIN BLDGS.	8426		7960
UTILITIES	8506		7961
TELEPHONE	8446		7962
TAXES EXCLUDING INCOME / REAL ESTATE	8646		7963
OFFICE SUPPLIES	8666		7964
PROF. & SERV. FEES	8706		7965
BAD DEBT	8726		7966
CONTRIBUTIONS	8766		7967
DEPR. EQUIP.	8806		7968
TRAVEL & ENTERT	8826		7969
MISC. EXPENSE	8841		7970
TOT. FIXED EXP.			7975

SERVICE ALLOCATION FIXED EXPENSE

		MTH	YTD
SALARIES	8005		7861
BENEFITS	8045		7862
PAYROLL TAXES	8105		7863
PENSIONS	8205		7864
RENT & LEASE	8305		7865
DEP BLDG & IMP	8345		7866
AMORT of IMPR	8365		7867
INS. BLDGS.	8385		7868
TAXES REAL ESTATE	8405		7869
MAIN BLDGS.	8425		7870
UTILITIES	8505		7871
TELEPHONE	8525		7872
TAXES EXCLUDING INCOME / REAL ESTATE	8445		7873
OFFICE SUPPLIES	8645		7874
PROF & SVC FEES	8665		7875
BAD DEBT	8705		7876
CONTRIBUTIONS	8725		7877
DEPREC EQUIP	8765		7878
TRAVEL & ENTERT	8805		7879
MISC EXPENSE	8825		7880
TOT. FIXED EXP.			7883

QUICK LANE MEMO PROFIT		
	MONTH	YTD
QL Parts & Serv Grs		7606
QL Parts & Serv Sls Exp		7607
QL P&S Selling Grs		7608
QL Parts & Serv Fixed Exp		7609
QL "Memo" Profit		7610
Sales Per Stall		7611

PERSONNEL	
MANAGERS	7501
SERVICE WRITERS	7502
LEAD / REPAIR TECHS.	7503
MAINTENANCE TECHS.	7504
TOTAL	7505
STALL COUNT	7510

LINE NO	MONTH				MEMO: NEW COM'L / FLEET VEH.		YEAR-TO-DATE				
	SALES	GROSS	UNITS	GR PVS	NEW COM'L / FLEET COMBINED		UNITS	GR PVS	SALES	GROSS	
1					MUSTANG	3362	2144				
2					TOTAL COM'L / FLEET CARS						
3					EDGE	3266	2144				
4					ESCAPE	3267	2354				
5					EXPLORER	3268	2434				
6					EXPEDITION	3269	2424				
7					BRONCO SPORT	3270	2534				
8					BRONCO	3271	2604				
9					MUSTANG MACH-E	3272	2694				
10					TOTAL COM'L / FLEET SUV						
11					E-SERIES	3524	2704				
12					RANGER	3525	2734				
13					F150 (ICE)	3526	2764				
14					F150 LIGHTNING (BEV)	3527	2774				
15					TRANSIT CONNECT	3528	2794				
16					TRANSIT VAN (ICE)	3529	2794				
17					E-TRANSIT (BEV)	3530	2804				
18					MAVERICK	3531	2884				
19					SUPER DUTY F250-350	3532	3224				
20					SUPER DUTY F450-750	3533	3244				
21					TOTAL COM'L / FLEET TRUCKS						
22					COM'L / FLEET INCENT.	4265,4187,4621					
23					COM'L / FLEET SUBSCRIPTION SERV.	4010,11,4381					
24						4292,94					
24					TOTAL COM'L / FLEET VEH.		3984		3984		3984

LINE NO	INCOME		UNITS		% PEN	PCFV		F&I DEPT. COM'L VEH.	
	MONTH	YTD	MTH	YTD	YTD	MTH	YTD		
27		4809		4822				5001 FIN. CONTRACTS	5101
28		4810						5011 FIN. INC. ADJ.	5111
29		4811		4823				5021 INSUR. CONTRACTS	5121
30		4812						5091 GAP INSUR.	5191
31		4813						5031 INSUR. ADJ.	5131
32		4814		4825				5041 EXT. SVC. CONTR.	5141
33		4815						5051 EXT'D SERV. CONTRACT REFUND	5151
34		4816						5061 OTHER MDSE.	5161
35		4817							6161
35		4818						F&I NET INCOME	

LINE NO	MONTH	YTD	PCFV		COMMERCIAL / FLEET SEMI-FIXED EXPENSES		COM'L / FLEET OPER. SUMMARY				
			MTH	YTD	S	G	MTD	YTD	MTD	YTD	
36								SALARIES	8050		
37								BENEFITS	8051		
38								PAYROLL TAXES	8052		
39								PENSIONS	8053		
40								RENT & LEASE	8054		
41								DEPR. BLDGS & IMPROV.	8055		
42								AMORT. OF IMPROV.	8056		
43								INSUR. BLDGS.	8057		
44								TAXES REAL ESTATE	8058		
45								MAIN BLDGS.	8059		
46								UTILITIES	8060		
47								TELEPHONE	8061		
48								TAXES excl. INC. / RE	8062		
49								OFFICE SUPPLIES	8063		
50								PROF. & SERV. FEES	8064		
51								BAD DEBT	8065		
52								CONTRIBUTIONS	8066		
53								DEPR. EQUIP.	8067		
54								TRAVEL & ENTERTAIN.	8068		
55								MISC. EXP.	8069		
56								TOTAL FIXED EXP.			
57								DEALER SALARY	8901		
58								OPERATING PROFIT			
59											
60											
61											
62											

COMMERCIAL / FLEET PERSONNEL	
CVC ADMIN	6793
CVC MANAGER	6794
CVC SALES CONSULT.	6795
CVC F&I	6796
CVC CLERICAL	6797
CVC OTHER	6798
TOTAL	6799

LINE NO.	DEALER				P&A CODE				SALES CODE				MTH																											
	MONTH	YTD	MTH	YTD	MONTH	YTD	MON	YTD	MONTH	YTD	MTH	YTD																												
1	MEMO: FORD COMMERCIAL PSB												LABOR RATES																											
2													REPAIR		BODY		W&P		INTERNAL																					
3													9304		9305		9306		9307																					
4																																								
5	FRANCHISE RO ANALYSIS												TRAFFIC RO COUNT		SALES PER R.O.																									
6													REPAIR SHOP		BODY SHOP		W&P CLAIM SERVICE		W&P CLAIM BODY		ESP REPAIR		INTERNAL																	
7	PARTS DEPARTMENT																																							
8	GRS % SLS		5403 PARTS WHOLESALE		5423 PARTS COUNTER RTL.		5437 REPAIR SHOP		5446 ESP REPAIR SHOP		6452 JOB INCENTIVE		5463 WARR. & POLICY CLAIM (SERV.)		5477 INTERNAL SERVICE		5481 UNAPPLIED TIME		5493 OTHER MERCHANDISE		5502 BODY SHOP (METAL)		5512 BODY SHOP (PAINT)		5522 WARR. & POLICY CLAIM (BODY SHOP)		5532 INTERNAL BODY SHOP		5542 MATERIALS		5557 DISC. EARNED		5581 INVENT. ADJ.		5582 TOTAL SALES - SERV.		5582 TOTAL SALES - BODY		5582 TOTAL DEPARTMENT	
9			S		S		S		S		G		S		G		S		G		S		G		S		G		S		G		S		G		S		G	
10													SERVICE DEPARTMENT				GRS % SLS																							
11																																								
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LINE NO.	PARTS DEPARTMENT				SERVICE SALES EXPENSE				BODY SHOP SALES EXP.			
	% PARTS GROSS				% SERV. GROSS				% BODY GROSS			
48	9390				9464				9520			
49	9391				9465				9521			
50	9392				9466				9522			
51	9393				9467				9523			
52	9394				9468				9524			
53	9395				9469				9525			
54	9396				9470				9526			
55	9397				9471				9527			
56	9398				9472				9528			
57	9399				9473				9529			
58	9400				9474				9530			
59	9401				9475				9531			
60	9402				9476				9532			
61	9403				9477				9533			
62												

LINE NO.	MTH		YTD		MONTH		YTD		MONTH		YTD																	
1	MEMO: MOBILE SERVICE																											
2													PERSONNEL				MOBILE SERV. UNITS				FRAN. RO ANALYSIS		TRAFFIC RO CNT		SALES PER RO			
3													Mobile Serv. Mgr. 9432				Mobile Serv. Units 9437				Mobile Serv. Op. Dys Pr. Yr. 9438		REPAIR SHOP		PARTS		LABOR	
4													Mobile Serv. Tech 9433				Mobile Serv. Op. Hrs. Pr. Day 9439				REPAIR SHOP		W&P CLAIM SERVICE					
5													Mobile Service Advisor 9434								REPAIR SHOP		ESP REPAIR					
6													Mobile Service Support Staff 9435				TOTAL 9436				REPAIR SHOP		INTERNAL					
7	PARTS DEPT		GRS % SLS		5404	PARTS WHOLESALE	S																					
8					5424	PARTS COUNTER RTL	G																					
9					5438	REPAIR SHOP	S		9722																			
10					5447	ESP REPAIR SHOP	S		9724																			
11					5478	INTERNAL (SERVICE)	S		9725																			
12					6453	JOB INCENT.	G																					
13					5464	WARR. & POLICY CLAIM (SERVICE)	S		9726																			
14					5478	INTERNAL (SERVICE)	S		9729																			
15					6743	UNAPPLIED TIME	G		9730																			
16					5482	SUBLET SALES	S		9732																			
17					5494	OTHER MERCHANDISE	S		9734																			
18					5494	OTHER MERCHANDISE	G		9735																			
19						TOT. PARTS SALES - SERV.	S																					
20					5503	BODY SHOP (METAL)	G																					
21					5513	BODY SHOP (PAINT)	S																					
22					5523	WARR. & POLICY CLAIM (BODY SHOP)	G																					
23					5533	INTERNAL (BODY SHOP)	S																					
24					5543	MATERIALS	S		9738																			
25					5543	MATERIALS	G		9739																			
26						TOT. PARTS SALES - BODY	S																					
27					6558	DISC. EARNED	G																					
28					6583	INVENT. ADJ.	G																					
29						TOTAL DEPT.	S		9740																			
30							G																					

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PARTS DEPT		% PARTS GRS		SERVICE SALES EXPENSE		% SERV GRS	
49	9625			7613	SALARIES - MGRS.	7703	
50	9626			7607	SALARIES - TECH	7909	
51	9627			7617	COMM. & INC.-MGRS.	7904	
52	9628			7623	COMM. & INC-TECH	7923	
53	9629			7637	ADVERT / PROMO	7733	
54	9630			7634	PROMO	7737	
55	9631			7643	TRAINING	7743	
56	9632			7653	POLICY ADJ.	7753	
57	9633			7668	TOOLS & SUPPLY	7773	
58	9634			7677	FREIGHT / HANDLING	7777	
59	9635			7683	EQUIP. & VEH. MAINT.	7783	
60	9636			7693	INVEN. CRTL. & DEPR.	7787	
61	9637			7698	VACA. / TO PAY-TECH	7793	
62	9638				TOT. SLS. EXPENSE SELLING GROSS		

MOBILE SERVICE FIXED EXPENSE		
	MTH	YTD
TELEPHONE	8080	
INSUR.	8081	9831
DATA PROCES.	8082	9832
DEPR. EQUIP.	8083	9833
EQUIP. & VEH. MAINT. GEN'R'L	8084	9834
MISC. EXP.	8085	9835
TOT. FIXED EXP.		9836