



2023 TOYOTA FINANCIAL STATEMENT

Dealer Code: DEALER Dealer Name: LARRY H MILLER FORD LAKEWO

Period Covered: 01 JAN 2023 Thru: 31 JAN 2023

ASSETS		ACCT NO.	AMOUNT	LIABILITIES		ACCT NO.	AMOUNT			
Petty Cash Fund		2000	1,000	1	Trade Creditors	3000	2,083,140			
Cash In Bank / Temp. Cash Investment		2020	12,380,187	2	Vehicle Lien Payoff	3010	352,192			
Contracts In Transit		2030	1,097,536	3	Customer Depr. / Advance Payments from Distributor	3020 3025	527,851			
TOTAL CASH AND CONTRACTS		LINES 1 - 3	13,478,723	4	License & Title Fees	3030	2,084			
RECEIVABLES	Past Due Over 30 Days			5	Trade Payables - Affiliated Company	3040	144,559			
Service & Parts		2100	1,224,155	6	TOTAL ACCOUNTS PAYABLE	LINES 1 - 5	3,109,826			
Retail Vehicle		2110	-216,537	7	Notes Payable - Short Term	3050				
Wholesale & Dealer Transfer		2115	490,917	8	Interest	3100	62,515			
Customer Notes		2120		9	Insurance	3110	31,901			
Lease & Rental		2130		10	Payroll	3120	217,601			
Service Contracts		2140	24,439	11	Payroll Taxes	3130	102,399			
Employee		2150	1,957	12	Sales Taxes	3140	324,498			
Warranty Claims - Toyota		2200	41,621	13	Taxes - Other Than Payroll, Sales & Income	3150	328,835			
Warranty Claims - Other		2209	25,892	14	Income Taxes	3160				
Pre-Delivery / Transportation Claims		2210 2220	-12,401	15	Bonuses - Employees / Owners	3170 3180	281,135			
Vehicle Incentives - Toyota		2240	111,111	16	Pension Fund / Profit Sharing	3190	11,237			
Vehicle Incentives - Other		2241		17	Accrued Other	3220	468,322			
Holdback Receivables - Toyota		2245	225,980	18	TOTAL ACCRUED LIABILITIES	LINES 8 - 17	1,828,443			
Holdback Receivables - Other		2246		19	TOTAL ACCTS. PAYABLE - S.T. NOTES & ACCRUED	LINES 6, 7 & 18	4,938,269			
Other Distributor Receivables		2250	8,704	20	New Vehicles & Demonstrators	3300	7,706,618			
ToyotaCare Receivables		2255		21	Toyota Certified Used Vehicles	3320				
Accessories Receivables		2256		22	Toyota Non-Certified Used Vehicles	3310				
Accessories Holdback		2257		23	Other Used Vehicles	3315				
Less: Allowance for Doubtful Accounts		2260	(-2,975)	24	Other Inventory	3330				
NET CUSTOMER / DISTRIBUTOR RECEIVABLES		LINES 6 - 24	1,928,813	25	TOTAL INVENTORY FINANCE LIABILITIES	LINES 20 - 24	7,706,618			
Finance / Insurance Co. Receivables		2270 2280	103,025	26	Lease Vehicles	3400				
Trade Rec. - Affiliated Co. (Collectible w/in 12 mo.)		2290		27	Rental Vehicles - Rent A Toyota	3405				
TOTAL RECEIVABLES		LINES 25 - 27	2,031,838	28	Rental Vehicles - Other	3410	332,480			
INVENTORIES	CAR	TRUCK		29	TOTAL OTHER VEHICLE LIABILITIES	LINES 26 - 28	332,480			
Demos - Toyota			2300	30	Notes Payable - Capital Loans (Current Portion LT Debt)	3501				
Demos - Other			2310	31	Mortgage Payable (Current Portion LT Debt)	3511				
New Vehicles - Toyota	5	134	7,499,861	32	Other Notes & Contracts (Current Portion LT Debt)	3521				
New Vehicles - Other	9		341,128	33	Owners / Officers Notes (Current Portion LT Debt)	3531				
TOTAL NEW VEHICLE INVENTORY			7,840,989	34	Notes Pay. Affiliated Company (Current Portion LT Debt)	3541				
OTHER INVENTORIES	OVER 60 DAYS	TOTAL UNITS		35	Deferred Income Taxes (Current Portion LT Debt)	3551				
Toyota Certified Used Veh.			2407	36	TOTAL CURRENT PORTION OF LONG-TERM DEBT	LINES 30 - 35				
Toyota Non-Cert. Used Veh.		34	960,644	37	Lease Liability (Current Portion LT)	3561				
Other Used Vehicles		47	1,179,120	38	TOTAL CURRENT LIABILITIES	LINES 19, 25, 29, 36 & 37	12,977,367			
Parts - Toyota (excl. Tires)			2410	39	Reserve For Repossession Losses	3450				
Accessories - Toyota			2413	40	Reserve For Service Contract Losses	3460				
Tires - Toyota			2411	41	LONG - TERM DEBT					
Parts - Other (incl. Tires)			2419	42	Notes Payable - Capital Loans	3500				
Accessories - Other			2415	43	Mortgage Payable	3510				
Gas, Oil & Grease			2430	44	Other Notes & Contracts	3520	1,100,000			
Paint & Materials - Collision Center			2450	45	Owners / Officers Notes	3530				
Sublet Repairs			2460	46	Notes Payable Affiliated Company	3540				
Work in Process - Labor			2470	47	Deferred Income Taxes	3550				
Other Inventory			2480	48	TOTAL LONG - TERM DEBT	LINES 42 - 47	1,100,000			
TOTAL ALL INVENTORIES		LINES 34 TO 48	12,998,876	49	Lease Liability - Long Term	3560				
Marketable Securities			2500	50	TOTAL LIABILITIES	LINES 38 - 40 & 48 - 49	14,077,367			
Prepaid Expenses - Taxes / Insurance			2510 2520	51	Debt-to-Equity Ratio	(LIAB LINE 36 PLUS LIAB LINE 48 DIVIDED BY NET WORTH LINE 80)	0.0			
Prepaid Expenses - Rent / Interest			2530 2540	52	NET WORKING CAPITAL REQUIREMENT	NET WORKING CAPITAL (ASSET LINE 60 LESS LIAB LINE 38 EXCL. LINE 37)				
Prepaid Expenses - Advertising			2550	53	\$	3,844,463	\$ 15,758,789			
Prepaid Expenses - Other			2560	54	LIFO Inventory Reserve	New ()				
TOTAL OTHER CURRENT ASSETS		LINES 50 - 54		55	Used ()	Pts. ()	3800			
Lease Vehicles			2600 2601	56	NET WORTH					
Rental Vehicles - Rent A Toyota			2605 2606	57	CORPORATION, LLC OR PARTNERSHIP					
Rental Vehicles - Other			2610 2611	58	Capital Stock / Initial Investment	3900 3950				
TOTAL OTHER VEHICLES ASSETS		LINES 56 - 58	226,719	59	Additional Paid - In Capital	3970	25,705,321			
TOTAL CURRENT ASSETS		LINES 4, 28, 49, 55 & 59	28,736,156	60	Treasury Stock	3910				
DESCRIPTION	ACCT. NO.	COST	ACCUMULATED DEPRECIATION	61	Retained Earnings	3920	4,643,442			
Land	2700	4,902,604		62	Dividends / Drawings	3930 3960				
Construction In Progress	2705			63	NET INVESTMENT	LINES 58 TO 62	30,348,763			
Buildings & Improvements	2710 2711	10,373,058	304,163	64	Absorption %		68.8			
Service Equip.	2720 2721	832,949	152,858	65	MO.	NEW TOYOTA	NEW OTHER	USED RETAIL	USED WHLS.	PROFIT OR (LOSS)
P&A Equip.	2730 2731	14,975	178	66	JAN.	107		70	23	330,343
Furn. Signs, Fix.	2740 2741	189,465	48,747	67	FEB.					
Company Veh.	2750 2751	266,404	53,192	68	MAR.					
Leaseholds	2760 2761			69	APR.					
Right Of Use Asset (Lease)	2765 2766			70	MAY					
TOTAL FIXED ASSETS	LINES 62 - 70	16,579,455	559,138	71	JUNE					
Deposits on Contracts			2800	72	JULY					
Life Insurance - Cash Value			2810	73	AUG.					
Notes & Accounts Receivable - Officers / Owners			2820	74	SEP.					
Advances to Employees			2830	75	OCT.					
Due from Finance Companies - Deferred			2840	76	NOV.					
Investment in Affiliated Companies			2845	77	DEC.					
Goodwill			2855	78	TOT.	107		70	23	330,343
Other Non-Franchised Assets			2850	79	Net Profit (Loss) After Taxes					3990
TOTAL OTHER ASSETS		LINES 72 - 79		80	TOTAL NET WORTH	LINES 63 & 79				30,679,106
TOTAL ASSETS		LINES 60, 71 & 80	44,756,473	81	TOTAL LIABILITIES & NET WORTH	LINES 50, 55 & 80				44,756,473

05FEB23 15:13

CDK GLOBAL® TOYOTA (PAGE 1) 01/23

LN #	TOTAL INCOME & EXPENSE	ACCT NO	TOTAL DEALERSHIP				(1) NEW VEHICLE DEPT.		(2) USED VEHICLE DEPT.		
			MONTH	G.P. % SALES	YEAR TO DATE	G.P. % SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	TOTAL SALES		11,829,857		11,829,857		6,954,473	6,954,473	2,697,013	2,697,013	
2	TOTAL GROSS PROFIT		1,578,759	13.35	1,578,759	13.35	676,777	676,777	193,945	193,945	
3	DEPARTMENTAL EXPENSES			% G.P.		% G.P.					
4	Sales Compensation	7000	266,035	16.85	266,035	16.85	83,616	83,616	45,059	45,059	
5	Supervision Comp.	7010	121,017	7.67	121,017	7.67	68,831	68,831	19,582	19,582	
6	Delivery Expenses	7020	7,024	0.44	7,024	0.44	1,469	1,469	5,555	5,555	
7	Fin., Ins. & Svc. Ctr. Commissions	7030	48,506	3.07	48,506	3.07	37,702	37,702	10,804	10,804	
8	Advert. - Media (TV, Radio, Newspaper)	7070	33,021	2.09	33,021	2.09	14,944	14,944	9,748	9,748	
9	Advertising - Digital	7080									
10	Advertising - Events / Promotional	7090									
11	Advertising - Dept'l.	LINES 8 - 10	33,021	2.09	33,021	2.09	14,944	14,944	9,748	9,748	
12	Advertising Reimbursements	7100	-8,360	-0.53	-8,360	-0.53	-8,360	-8,360			
13	Interest - Floor Plan	7050	55,235	3.50	55,235	3.50	55,235	55,235			
14	Floor Plan Assistance	7130	-88,245	-5.59	-88,245	-5.59	-88,245	-88,245			
15	TOTAL SELLING EXPS.	LINES 4 - 7 & 11 - 14	434,233	27.50	434,233	27.50	165,192	165,192	90,748	90,748	
16	Policy & Claims Adjustments	7110/7120	56,092	3.55	56,092	3.55					
17	Demos. & Company Veh. - Dept'l.	7140	727	0.05	727	0.05	727	727			
18	Inventory Maintenance	7150									
19	Personnel Training	7160	6,505	0.41	6,505	0.41	1,250	1,250	625	625	
20	Outside Services - Dept'l.	7170	45,215	2.86	45,215	2.86	20,281	20,281	9,601	9,601	
21	Freight	7180	40,364	2.56	40,364	2.56					
22	Supplies & Small Tools	7190	212	0.01	212	0.01	1,783	1,783	647	647	
23	Laundry & Uniforms	7200	6,422	0.41	6,422	0.41	1,052	1,052	1,052	1,052	
24	Depreciation - Equipment & Vehicles - Departmental	7210	20,496	1.30	20,496	1.30	3,466	3,466	1,733	1,733	
25	Equipment - Maintenance, Repair & Rental - Departmental	7220	7,022	0.44	7,022	0.44	2,969	2,969	1,275	1,275	
26	Miscellaneous Expenses	7230									
27	Salaries & Wages	7250	119,346	7.56	119,346	7.56	20,563	20,563	12,330	12,330	
28	Clerical Salaries	7260	17,976	1.14	17,976	1.14	7,191	7,191	3,595	3,595	
29	Vacation & Time Off Pay	7270	103,873	6.58	103,873	6.58	35,233	35,233	21,155	21,155	
30	TOTAL OPERATING EXPENSES	LINES 16 - 29	424,250	26.87	424,250	26.87	94,515	94,515	52,013	52,013	
31	TOTAL SELLING & OPER. EXPS.	LINES 15 & 30	858,483		858,483		259,707	259,707	142,761	142,761	
32	TOT. SELL. & OPER. EXPS % OF G. P.			54.38		54.38	38.37 %	38.37 %	73.61 %	73.61 %	
33	DEPT'L. PROFIT (LOSS)	LINE 21 LESS LINE 31	720,276	45.62	720,276	45.62	417,070	417,070	51,184	51,184	
34	Lease Expense - Real Estate & Rent Equivalent	7400	122,251	7.74	122,251	7.74	48,900	48,900	18,338	18,338	
35	Property Taxes	7340	27,500	1.74	27,500	1.74	11,000	11,000	4,125	4,125	
36	Lease Expense - Non-Real Estate	7630									
37	Salaries & Wages - Admin. & Gen.	7410	44,584	2.82	44,584	2.82	17,833	17,833	6,688	6,688	
38	Owners Salaries	7420	4,000	0.25	4,000	0.25	1,600	1,600	600	600	
39	Payroll Taxes	7430	79,231	5.02	79,231	5.02	24,196	24,196	14,267	14,267	
40	Employee Benefits	7440	45,180	2.86	45,180	2.86	10,355	10,355	6,354	6,354	
41	Pension Fund / Profit Sharing	7450	8,495	0.54	8,495	0.54	3,385	3,385	2,237	2,237	
42	Advertising - Gen. & Institutional	7460									
43	Stationery & Office Supplies	7470	3,712	0.24	3,712	0.24	1,485	1,485	557	557	
44	Data Processing Services	7480	28,812	1.82	28,812	1.82	8,151	8,151	3,125	3,125	
45	Outside Services - Gen. & Inst.	7490	12,879	0.82	12,879	0.82	7,280	7,280	1,766	1,766	
46	Outside Service - Mgmt. Fees	7310									
47	Company Vehicles - Admin.	7500	5,531	0.35	5,531	0.35					
48	Contributions	7510	500	0.03	500	0.03	200	200	75	75	
49	Dues & Subscriptions	7520	188	0.01	188	0.01	75	75	28	28	
50	Telephone	7530	3,660	0.23	3,660	0.23	1,644	1,644	639	639	
51	Legal & Auditing	7540	2,620	0.17	2,620	0.17	1,008	1,008	504	504	
52	Postage	7550	3,252	0.21	3,252	0.21	1,301	1,301	650	650	
53	Travel & Entertainment	7560	2,752	0.17	2,752	0.17	58	58	29	29	
54	Meeting Meals	7330									
55	Heat, Light, Power & Water	7570	26,109	1.65	26,109	1.65	10,444	10,444	3,916	3,916	
56	Furniture, Signs, Fixtures & Equip. - Depr., Maint., Repair & Rental	7580	257	0.02	257	0.02					
57	Ins. - Other Than Bldgs. & Improv.	7590	21,855	1.38	21,855	1.38	13,208	13,208	2,162	2,162	
58	Taxes - Other Than R.E., Pay. & Inc.	7600									
59	Interest - Other Than Floor Plan & R.E. Mortgage	7610									
60	TOTAL OVERHEAD EXPENSES	LINES 34 - 59	443,368	28.08	443,368	28.08	162,123	162,123	66,060	66,060	
61	TOTAL EXPENSES	LINES 31 & 60	1,301,851	82.46	1,301,851	82.46	421,830	421,830	208,821	208,821	
62	OPERATING PROFIT (LOSS)	LINE 21 LESS LINE 61	276,908	17.54	276,908	17.54	254,947	254,947	-14,876	-14,876	
63	Admin. Fees	7620									
64	TOTAL DISTRIBUTOR BONUS	PG 4 LINE 28	29,823	1.89	29,823	1.89	29,823	29,823			
65	OPERATING PROFIT (LOSS) AFTER DISTR. BONUS	LINES 62 - 64	306,731	19.43	306,731	19.43	284,770	284,770	-14,876	-14,876	
66	Net Adds. or Deducts.	PG 4 LINE 54	81,910	5.19	81,910	5.19					
67	NET PROFIT (LOSS) BEFORE BONUS	LN 65 +/- LN 66	388,641	24.62	388,641	24.62					
68	Bonuses - Employees	7700									
69	Bonuses - Owners	7710	58,296	3.69	58,296	3.69					
70	NET PROFIT (LOSS) BEFORE TAXES	LN 67 LESS LNS 68 & 69	330,345	20.92	330,345	20.92					
71	Estimated Income Taxes	7800	2		2						
72	NET PROFIT (LOSS) AFTER TAXES	LINE 70 LESS LINE 71	330,343	20.92	330,343	20.92					
							• TOTAL PERSONNEL EXPS.	MONTH	YEAR TO DATE		
							LINES 4, 5, 7, 27, 28, 29,	\$ 854,243	\$ 854,243		
							37, 39, 40, 41	% G.P. 54.11	% G.P. 54.11		

LN #	TOTAL INCOME AND EXPENSE	ACCT NO	(3) SERVICE DEPARTMENT		(4) COLLISION CENTER		(5) PARTS & ACCESS. DEPT.	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		400,241	400,241			1,778,130	1,778,130
2	TOTAL GROSS PROFIT		266,947	266,947			441,090	441,090
3	DEPARTMENTAL EXPENSES							
4	Sales Compensation	7000	37,816	37,816			99,544	99,544
5	Supervision Compensation	7010	16,500	16,500			16,104	16,104
6	Delivery Expenses	7020						
7	Finance, Ins., & Svc. Ctr. Commissions	7030						
8	Advertising - Media (TV, Radio, Newspaper)	7070	6,902	6,902			1,427	1,427
9	Advertising - Digital	7080						
10	Advertising - Events / Promotional	7090						
11	Advertising - Departmental	LINES 8 - 10	6,902	6,902			1,427	1,427
12	Advertising Reimbursements	7100						
13	Interest - Floor Plan	7050						
14	Floor Plan Assistance	7130						
15	TOTAL SELLING EXPENSES	LINES 4 - 7 & 11 - 14	61,218	61,218			117,075	117,075
16	Policy & Claims Adjustments	7110/7120	36,310	36,310			19,782	19,782
17	Demos. & Company Vehicles - Departmental	7140						
18	Inventory Maintenance	7150						
19	Personnel Training	7160	4,161	4,161			469	469
20	Outside Services - Departmental	7170	12,769	12,769			2,564	2,564
21	Freight	7180					40,364	40,364
22	Supplies & Small Tools	7190	-3,880	-3,880			1,662	1,662
23	Laundry & Uniforms	7200	3,979	3,979			339	339
24	Depreciation - Equipment & Vehicles - Dept'l.	7210	13,819	13,819			1,478	1,478
25	Equipment - Maint., Repair & Rental - Dept'l.	7220	1,822	1,822			956	956
26	Miscellaneous Expenses	7230						
27	Salaries & Wages	7250	23,036	23,036			63,417	63,417
28	Clerical Salaries	7260	4,494	4,494			2,696	2,696
29	Vacation & Time Off Pay	7270	35,740	35,740			11,745	11,745
30	TOTAL OPERATING EXPENSES	LINES 16 - 29	132,250	132,250			145,472	145,472
31	TOTAL SELLING & OPERATING EXPENSES	LINES 15 & 30	193,468	193,468			262,547	262,547
32	TOTAL SELLING & OPERATING EXPS. % OF GROSS PROFIT		72.47 %	72.47 %			59.52 %	59.52 %
33	DEPARTMENTAL PROFIT (LOSS)	LINE 2 LESS LINE 31	73,479	73,479			178,543	178,543
34	Lease Expense - Real Estate & Rent Equiv.	7400	30,563	30,563			24,450	24,450
35	Property Taxes	7340	6,875	6,875			5,500	5,500
36	Lease Expense - Non-Real Estate	7630						
37	Salaries & Wages - Admin. & General	7410	11,146	11,146			8,917	8,917
38	Owners Salaries	7420	1,000	1,000			800	800
39	Payroll Taxes	7430	25,550	25,550			15,218	15,218
40	Employee Benefits	7440	18,076	18,076			10,395	10,395
41	Pension Fund / Profit Sharing	7450	1,397	1,397			1,476	1,476
42	Advertising - General & Institutional	7460						
43	Stationery & Office Supplies	7470	928	928			742	742
44	Data Processing Services	7480	5,873	5,873			11,663	11,663
45	Outside Services - General & Institutional	7490	2,214	2,214			1,619	1,619
46	Outside Service - Management Fees	7310						
47	Company Vehicles - Administration	7500	3,334	3,334			2,197	2,197
48	Contributions	7510	125	125			100	100
49	Dues & Subscriptions	7520	47	47			38	38
50	Telephone	7530	825	825			552	552
51	Legal & Auditing	7540	730	730			378	378
52	Postage	7550	813	813			488	488
53	Travel & Entertainment	7560	2,643	2,643			22	22
54	Meeting Meals	7330						
55	Heat, Light, Power & Water	7570	6,527	6,527			5,222	5,222
56	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	257	257				
57	Insurance - Other Than Bldgs. & Improvements	7590	3,603	3,603			2,882	2,882
58	Taxes - Other Than R.E., Pay. & Inc.	7600						
59	Interest - Other Than Floor Plan & R.E. Mortgage	7610						
60	TOTAL OVERHEAD EXPENSES	LINES 34 - 59	122,526	122,526			92,659	92,659
61	TOTAL EXPENSES	LINES 31 & 60	315,994	315,994			355,206	355,206
62	OPERATING PROFIT (LOSS)	LINE 2 LESS LINE 61	-49,047	-49,047			85,884	85,884
63	Admin. Fees	7620						
64	TOTAL DISTRIBUTOR BONUS	PG 4 LINE 28						
65	OPERATING PROFIT (LOSS) AFTER DISTR. BONUS	LINES 62 - 64	-49,047	-49,047			85,884	85,884

LN #	ANALYSIS OF OPERATIONS	CURRENT MONTH			SAME MONTH PRIOR YEAR			CURRENT YEAR-TO-DATE			PRIOR YEAR-TO-DATE			
		UNITS RO'S	DOLLARS	% SLS	UNITS RO'S	DOLLARS	% SLS	UNITS RO'S	DOLLARS	% SLS	UNITS RO'S	DOLLARS	% SLS	
1	Total Dollar Sales		11,829,857		11,097,977		11,829,857		11,097,977					
2	New Veh. Gross Profit	116	676,777	5.7	105	651,707	5.9	116	676,777	5.7	105	651,707	5.9	
3	Used Vehicle Gross Profit	70	193,945	1.6	86	320,021	2.9	70	193,945	1.6	86	320,021	2.9	
4	Service Gross Profit	1,481	266,947	2.3		340,136	3.1	1,481	266,947	2.3		340,136	3.1	
5	Collision Center Gross Profit													
6	Parts & Access. Gross Profit		441,090	3.7		378,731	3.4		441,090	3.7		378,731	3.4	
7	Total Gross Profit		1,578,759	13.4		1,690,595	15.2		1,578,759	13.4		1,690,595	15.2	
8	Total Expenses		1,301,851	11.0		1,300,938	11.7		1,301,851	11.0		1,300,938	11.7	
9	Operational Profit (Loss)		276,908	2.3		389,657	3.5		276,908	2.3		389,657	3.5	
10	Admin. Fees													
11	Total Distributor Bonus		29,823	0.3					29,823	0.3				
12	Net Additions or Deductions		81,910	0.7		107,248	1.0		81,910	0.7		107,248	1.0	
13	Total Bonuses		58,296	0.5		32,366	0.3		58,296	0.5		32,366	0.3	
14	Net Profit (Loss) Before Taxes		330,345	2.8		464,539	4.2		330,345	2.8		464,539	4.2	
16	DISTR. BONUS PROGRAMS	ACCT. NO.	MONTH	\$ / UNIT	YTD	\$ / UNIT	BONUS PROGRAM BY DEPT.			MONTH	\$ / UNIT	YTD	\$ / UNIT	
17	Marketing Covenant Bonus	8080	29,823	279	29,823	279	New Vehicle	LINES 17 - 20	29,823	279	29,823	279		
18	Toyota Advantage Acces. Pgm.	8083					Used Vehicle							
19	Delivery Allowance Pgm. (DAP)	8084					Service							
20	Dealer Performance Incentive	8085					Collision							
21							Parts & Accessories							
22														
23														
24														
25														
26														
27														
28	TOTAL DISTRIBUTOR BONUS	LINES 17 - 27	29,823	279	29,823	279								
30	ADDITIONS TO INCOME						DEDUCTIONS FROM INCOME							
31	ACCOUNT NAME	ACCT NO.	MONTH	YTD	ACCOUNT NAME			ACCT NO.	MONTH	YTD				
32	Cash Discounts / Interest Earned	8000 / 8010			Cash Discounts Allowed	8100								
33	Bad Debts Recovered	8020			Bad Debt Expense (Adjustment to Allowance)	8120								
34	Other Income	8040	122,463	122,463	Other Deductions	8140	40,952	40,952						
35	Lease Income	8050			Lease Expenses	8150								
36	Rental Income - Rent A Toyota	8055			Rental Expenses - Rent A Toyota	8155								
37	Rental Income - Other	8060			Rental Expenses - Other	8160	4,534	4,534						
38	Gain on Sale Fixed Asset	8075			Amort. Non-Franchised Asset	8170								
39	Courtesy Delivery	8090	4,933	4,933	Loss on Sale Fixed Asset	8175								
40	Gain on Transfer Rental - Rent A Toyota	8095			Amortization of Goodwill	8190								
41	Gain on Transfer Rental - Other	8096			Loss on Transfer Rental - Rent A Toyota	8195								
42					Loss on Transfer Rental - Other	8196								
43					Credit Card Expenses	8197								
44														
45														
46														
47														
48														
49														
50														
51														
52														
53	TOTAL ADDITIONS	LINES 32 - 53	127,396	127,396	TOTAL DEDUCTIONS	LINES 32 - 53	45,486	45,486						
55	PERSONNEL SUMMARY				NEW	USED	COMB	R.T.	F&I	SERV.	COLLISION	P&A	ADMIN	TOTAL
56	Owners													
57	General Manager												1	1
58	Department Managers					3				1		1	1	6
59	Sales		1			13		3						17
60	Service Advisors								7					7
61	Foreman													
62	Technicians								27					27
63	Painter													
64	Estimator													
65	Parts Counter										11			11
66	Porters / Greeters								4					4
67	Clerical								5				5	10
68	Other		3	2								8	1	14
69	Part-time													
70	TOTAL PERSONNEL	LINES 56 - 68	4	2	16			3	44		20	8		97

LN	MONTH-TO-DATE				DEPT'L SALES & GROSS PROFITS			YEAR-TO-DATE				
	#	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive	ACCT. NO.	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive
1							New Car - Toyota - Corolla RTL 4020					
2							New Car - Toyota - Camry RTL 4050					
3							New Car - Toyota - Avalon RTL 4060					
4							New Car - Toyota - Crown RTL 4134					
5							New Car - Toyota - Prius RTL 4095					
6							New Car - Toyota - Prius Prime RTL 4105					
7							New Car - Toyota - Mirai RTL 4045					
8	3	128,545	11,942		3,981		New Car - Toyota - GR 86 RTL 4115	3	128,545	11,942		3,981
9							New Car - Toyota - GR Supra RTL 4025					
10							New Car - Toyota - GR Corolla RTL 4137					
11	3	128,545	11,942		3,981		TOTAL NEW CAR TOYOTA - RETAIL BEFORE INCENTIVES LINES 1 - 10	3	128,545	11,942		3,981
12							New Car - Toyota - Corolla LSE 4022					
13							New Car - Toyota - Camry LSE 4052					
14							New Car - Toyota - Avalon LSE 4062					
15							New Car - Toyota - Crown LSE 4136					
16							New Car - Toyota - Prius LSE 4097					
17							New Car - Toyota - Prius Prime LSE 4107					
18							New Car - Toyota - Mirai LSE 4047					
19							New Car - Toyota - GR 86 LSE 4117					
20							New Car - Toyota - GR Supra LSE 4027					
21							New Car - Toyota - GR Corolla LSE 4139					
22							TOTAL NEW CAR TOYOTA - LEASE BEFORE INCENTIVES LINES 12 - 21					
23	3	128,545	11,942		3,981		TOTAL NEW CAR TOYOTA - R/L AFTER INCENTIVES LINES 11 & 22	3	128,545	11,942		3,981
24							New Trk - Toyota - Sienna RTL 4010					
25	7	247,633	17,799		2,543		New Trk - Toyota - C-HR RTL 4125	7	247,633	17,799		2,543
26							New Trk - Toyota - bZ4X RTL 4144					
27							New Trk - Toyota - Corolla Cross RTL 4114					
28	5	252,313	15,910		3,182		New Trk - Toyota - RAV4 RTL 4065	5	252,313	15,910		3,182
29							New Trk - Toyota - RAV4 Prime RTL 4034					
30							New Trk - Toyota - Venza RTL 4030					
31	5	141,220	4,408		882		New Trk - Toyota - Highlander RTL 4075	5	141,220	4,408		882
32							New Truck - Toyota - TBD RTL 4147					
33	2	157,463	12,468		6,234		New Trk - Toyota - 4Runner RTL 4070	2	157,463	12,468		6,234
34	8	351,607	10,152		1,269		New Trk - Toyota - Sequoia RTL 4080	8	351,607	10,152		1,269
35	22	1,149,254	72,054		3,275		New Trk - Toyota - Land Cruiser RTL 4090	22	1,149,254	72,054		3,275
36	46	3,341,336	298,921		6,498		New Trk - Toyota - Tacoma - 2WD RTL 4100	46	3,341,336	298,921		6,498
37	4	250,700	17,090		4,273		New Trk - Toyota - Tacoma - 4WD RTL 4110	4	250,700	17,090		4,273
38							New Trk - Toyota - Tundra - 2WD RTL 4120					
39							New Trk - Toyota - Tundra - 4WD RTL 4130					
40	99	5,891,526	448,802		4,533		TOTAL NEW TRUCK TOYOTA - RETAIL BEFORE INCENTIVES LINES 24 - 39	99	5,891,526	448,802		4,533
41							New Trk - Toyota - Sienna LSE 4012					
42	2	73,155	1,180		590		New Trk - Toyota - C-HR LSE 4127	2	73,155	1,180		590
43							New Trk - Toyota - bZ4X LSE 4146					
44							New Trk - Toyota - Corolla Cross LSE 4116					
45	1	59,110	1,532		1,532		New Trk - Toyota - RAV4 LSE 4067	1	59,110	1,532		1,532
46							New Trk - Toyota - RAV4 Prime LSE 4036					
47							New Trk - Toyota - Venza LSE 4032					
48							New Trk - Toyota - Highlander LSE 4077					
49							New Truck - Toyota - TBD LSE 4148					
50	1	84,965	3,845		3,845		New Trk - Toyota - 4Runner LSE 4072	1	84,965	3,845		3,845
51							New Trk - Toyota - Sequoia LSE 4082					
52			1,437				New Trk - Toyota - Land Cruiser LSE 4092			1,437		
53	1	75,529	2,397		2,397		New Trk - Toyota - Tacoma - 2WD LSE 4102	1	75,529	2,397		2,397
54							New Trk - Toyota - Tacoma - 4WD LSE 4112					
55							New Trk - Toyota - Tundra - 2WD LSE 4122					
56							New Trk - Toyota - Tundra - 4WD LSE 4132					
57	5	292,759	10,391		2,078		TOTAL NEW TRUCK TOYOTA - LEASE BEFORE INCENTIVES LINES 41 - 56	5	292,759	10,391		2,078
58	104	6,184,285	459,193		4,415		TOTAL NEW TRUCK TOYOTA - R/L AFTER INCENTIVES LINES 40 & 57	104	6,184,285	459,193		4,415
59	107	6,312,830	471,135		4,403		TOTAL NEW TOYOTA - RETAIL / LEASE LINES 23 & 58	107	6,312,830	471,135		4,403
60							New Vehicles - Other - R/L 4211/6195					
61							New - Oth. - R/L - F&I Products & Aftmkt. 4655					
62	107	6,312,830	471,135		4,403		TOTAL NEW VEHICLE DEPT. R/L LINES 59 - 61	107	6,312,830	471,135		4,403
63							New Car - Toyota FLT RTL 4236					
64	9	414,909	15,336		1,704		New Truck - Toyota FLT RTL 4237	9	414,909	15,336		1,704
65							New Car - Toyota FLT RTL 4238					
66							New Truck - Toyota FLT RTL 4239					
67							New Veh. - Oth. AFTER INCENTIVES FLT RTL 4240					
68							New Veh. - Oth. AFTER INCENTIVES FLT RTL 4241					

LN	MONTH-TO-DATE					DEPT'L SALES & GROSS PROFITS		YEAR-TO-DATE				
	# UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive	NEW VEHICLE	ACCT NO	UNITS	SALES	GROSS PROFIT	INCENTIVES	GP / UNIT incl. Incentive
1						New Car - Toyota - R/L - Corolla	4020					
2						New Car - Toyota - R/L - Camry	4050					
3						New Car - Toyota - R/L - Avalon	4060					
4						New Car - Toyota - R/L - Crown	4134					
5						New Car - Toyota - R/L - Prius	4095					
6						New Car - Toyota - R/L - Prius Prime	4105					
7						New Car - Toyota - R/L - Mirai	4045					
8	3	128,545	11,942		3,981	New Car - Toyota - R/L - GR 86	4115	3	128,545	11,942		3,981
9						New Car - Toyota - R/L - GR Supra	4025					
10						New Car - Toyota - R/L - GR Corolla	4137					
11	3	128,545	11,942		3,981	NEW CAR TOYOTA - R/L TOTAL	LINES 1 - 10	3	128,545	11,942		3,981
12						New Trk - Toyota - R/L - Sienna	4010					
13	9	320,788	18,979		2,109	New Trk - Toyota - R/L - C-HR	4125	9	320,788	18,979		2,109
14						New Trk - Toyota - R/L - bZ4X	4144					
15						New Trk - Toyota - R/L - Corolla Cross	4114					
16	6	311,423	17,442		2,907	New Trk - Toyota - R/L - RAV4	4065	6	311,423	17,442		2,907
17						New Trk - Toyota - R/L - RAV4 Prime	4034					
18						New Trk - Toyota - R/L - Venza	4030					
19	5	141,220	4,408		882	New Trk - Toyota - R/L - Highlander	4075	5	141,220	4,408		882
20						New Truck - Toyota - R/L - TBD	4147					
21	3	242,428	16,313		5,438	New Trk - Toyota - R/L - 4Runner	4070	3	242,428	16,313		5,438
22	8	351,607	10,152		1,269	New Trk - Toyota - R/L - Sequoia	4080	8	351,607	10,152		1,269
23	22	1,149,254	73,491		3,341	New Trk - Toyota - R/L - Land Cruiser	4090	22	1,149,254	73,491		3,341
24	47	3,416,865	301,318		6,411	New Trk - Toyota - R/L - Tacoma - 2WD	4100	47	3,416,865	301,318		6,411
25	4	250,700	17,090		4,273	New Trk - Toyota - R/L - Tacoma - 4WD	4110	4	250,700	17,090		4,273
26						New Trk - Toyota - R/L - Tundra - 2WD	4120					
27						New Trk - Toyota - R/L - Tundra - 4WD	4130					
28	104	6,184,285	459,193		4,415	NEW TRK - TOYOTA - R/L TOTAL	LINES 12 - 27	104	6,184,285	459,193		4,415
29						New Toyota Incent. R/L Total	LINES 11 & 28					
30		226,734	190,306		1,779	New Toyota - F&I Prod. & Aftmkt.	PG 7 LINES 10 - 12		226,734	190,306		1,779
31						New Toyota - Car / Truck LIFO Adj.	6098					
32	107	6,539,564	661,441		6,182	TOTAL NEW TOYOTA - RETAIL / LEASE	LINES 28 - 31	107	6,539,564	661,441		6,182
33						TOTAL NEW - OTHER - (W/ INCENTIVES F&I & AFTERMARKET) - R/L	PG 5 LINES 60 & 61					
34						New - Other - LIFO Adjustment	6298					
35						Less: New Repo. Losses	EXCL. UNITS ON LINE 38 6299					
36						TOTAL OTHER - RETAIL / LEASE	LINES 33 & 34					
37	107	6,539,564	661,441		6,182	TOTAL NEW VEH. - RTL / LEASE	LINES 32 & 36	107	6,539,564	661,441		6,182
38	9	414,909	15,336		1,704	TOTAL FLEET - TOYOTA / OTHER	PG 5 LINES 63 - 68	9	414,909	15,336		1,704
39	116	6,954,473	676,777		5,834	TOTAL NEW VEHICLE DEPT.	LINES 35, 37 & 38	116	6,954,473	676,777		5,834
40												
41												
42	16	324,421	10,190		637	Toyota Cert. Used Car After Recon. - R/L	4399	16	324,421	10,190		637
43	15	501,059	24,173		1,612	Toyota Cert. Used Truck After Recon. - R/L	4361	15	501,059	24,173		1,612
44	31	825,480	34,363		1,108	TOTAL TOYOTA CERTIFIED USED VEHICLE AFTER RECONDITIONING - R/L	LINES 42 & 43	31	825,480	34,363		1,108
45						Rent A Toyota Cert. Car After Recon. - R/L	4362					
46						Rent A Toyota Cert. Truck After Recon. - R/L	4363					
47						TOTAL RT CERTIFIED USED VEHICLE AFTER RECONDITIONING - R/L	LINES 45 & 46					
48	1	16,341	2,972		2,972	Toyota Used Non-Cert. Car After Recon. - R/L	4364	1	16,341	2,972		2,972
49	21	732,536	25,062		1,193	Toyota Used Non-Cert. Trk After Recon. - R/L	4365	21	732,536	25,062		1,193
50	22	748,877	28,034		1,274	TOTAL TOYOTA NON-CERTIFIED USED VEHICLE AFTER RECONDITIONING - R/L	LINES 48 & 49	22	748,877	28,034		1,274
51						Rent A Toyota Non-Certified Car After Recon - R/L	4366					
52						Rent A Toyota Non-Certified Truck After Recon - R/L	4367					
53						TOTAL RT NON-CERT USED VEHICLE - R/L	LINES 51 & 52					
54			29,724		959	Total Certified Toyota/RT Used Vehicle Recon. - R/L	EXCL. \$ ON LINE 56			29,724		959
55			36,782		1,672	Total Non-Certified Toyota/RT Used Vehicle Recon. - R/L	EXCL. \$ ON LINE 56			36,782		1,672
56	53	1,574,357	62,397		1,177	TOTAL TOYOTA / RT USED VEHICLE AFTER RECONDITIONING - R/L	LINES 44, 47, 50 & 53	53	1,574,357	62,397		1,177
57						Used Car - Other After Recon. - R/L	4381					
58	17	491,008	23,427		1,378	Used Truck - Other After Recon. - R/L	4385	17	491,008	23,427		1,378
59	17	491,008	23,427		1,378	TOTAL USED VEHICLE OTHER AFTER RECONDITIONING - R/L	LINES 57 & 58	17	491,008	23,427		1,378
60			8,766		516	Used Vehicles - Other - Recon. - R/L	EXCL. \$ ON LINE 61			8,766		516
61	70	2,065,365	85,824		1,226	TOTAL USED VEH. - AFTER RECON. - R/L	LINES 56 & 59	70	2,065,365	85,824		1,226
62			56		2	Cert. Used Veh. F&I Products & Aftmkt.	PG 7 LINES 23 - 25			56		2
63		221,444	151,992		3,897	Non-Cert. Used Veh. F&I Products & Aftmkt.	PG 7 LINES 25 - 37		221,444	151,992		3,897
64						Used Vehicle LIFO Adjustment	6398					
65	70	2,286,809	237,872		3,398	TOTAL USED VEH. - W/ F&I PRODUCTS & AFTERMARKET - R/L	LINES 61 - 64	70	2,286,809	237,872		3,398
66						Used Toyota Lease Return - R/L Aft. Recon.	4314					
67						Recond. Toyota Lease Returns - R/L	EXCL. \$ ON LINE 72					
68	23	410,204	2,538		110	Toyota Used Veh. - Whsl. EXCL. UNITS ON LN 72	4340	23	410,204	2,538		110
69						Used Veh. - Whsl. - Other EXCL. UNITS ON LN 72	4339					
70			46,465			LESS Inventory Adjustment	6360			46,465		
71						LESS Used Vehicle Repo. Losses	EXCL. UNITS ON LN 72 6399					
72	70	2,697,013	193,945		2,771	TOTAL USED VEHICLE DEPT.	LINES 65 - 71	70	2,697,013	193,945		2,771
73												
74												
75						TRADE-IN RCVD ON	MTD	YTD				
76						New Car	5	5				
77						New Truck	20	20				
78						Used Car	6	6				
79						Used Truck	15	15				
80						TOTAL TRADE-INS RECEIVED	46	46				
81												
82												
83												
84												
85												
86												
87												
88												
89												
90												
91												
92												
93												
94												
95												
96												
97												
98												
99												
100												

LN	MONTH-TO-DATE					FINANCE & INSURANCE		YEAR TO DATE					
	#	UNITS	SALES	CHARGEBACK	GP NET Chargeback	GP / UNIT	NEW VEHICLE	ACCT. NO.	UNITS	SALES	CHARGEBACK	GP NET Chargeback	GP / UNIT
1	47	143,383	-14,172	62,830	1,337		Service Contracts	4270	47	143,383	-14,172	62,830	1,337
2	52	11,175		1,500	29		Prepaid Maintenance	4272	52	11,175		1,500	29
3			-6,873	80,020			Finance Income	6280			-6,873	80,020	
4							Insurance Income	6290					
5	11	9,949		3,347	304		GAP	4292	11	9,949		3,347	304
6	6	4,083		1,780	297		Excess Wear & Use	4374	6	4,083		1,780	297
7	21	12,768		7,262	346		Tire & Wheel Protection with & w/o Key Replacement	4275	21	12,768		7,262	346
8	19	10,152	-560	6,571	346		Key Replacement	4745	19	10,152	-560	6,571	346
9							TBD F&I Product	4747					
10		191,510	-21,605	163,310			TOTAL NEW VEHICLE F&I PRODUCTS	LINES 1 - 9		191,510	-21,605	163,310	
11	60	35,224		26,996			New Aftermarket	4250	60	35,224		26,996	
12							New Purchase Discounts/Refunds/Spoilage	6343					
13							TOYOTA CERT. USED VEH. F&I						
14							Service Contracts	4970					
15							Prepaid Maintenance	4172					
16				56			Finance Income	6180				56	
17							Insurance Income	6790					
18							GAP	4792					
19							Excess Wear & Use	4254					
20							Tire & Wheel Protection with & w/o Key Replacement	4875					
21							Key Replacement	4872					
22							TBD F&I Product	4874					
23				56			TOTAL CERTIFIED USED VEH. F&I PRODUCTS	LINES 14 - 22				56	
24							Used Aftermarket	4950					
25							Certified Used Purchase Discounts/Refunds/Spoilage	6341					
26							ALL NON-CERT. USED VEH. F&I						
27	47	160,050		74,387	1,583		Service Contracts	4370	47	160,050		74,387	1,583
28	35	6,005					Prepaid Maintenance	4372	35	6,005			
29				44,412			Finance Income	6380				44,412	
30							Insurance Income	6390					
31	17	11,417	-1,892	464	27		GAP	4392	17	11,417	-1,892	464	27
32	12	9,155		5,365	447		Tire & Wheel Protection with & w/o Key Replacement	4675	12	9,155		5,365	447
33	17	10,772		8,069	475		Key Replacement	4870	17	10,772		8,069	475
34							TBD F&I Product	4878					
35		197,399	-1,892	132,697			TOT. NON-CERTIFIED USED VEH. F&I PRODUCTS	LINES 27 - 34		197,399	-1,892	132,697	
36	38	24,045		19,295			Used Aftermarket	4350	38	24,045		19,295	
37							Non-Cert. Used Purchase Discounts/Refunds/Spoilage	6342					
38		221,444	-1,892	152,048			TOTAL USED VEHICLE F&I PRODUCTS & AFTERMARKET	LINES 23 - 25 & 35 - 37		221,444	-1,892	152,048	
39		448,178	-23,497	342,354			TOTAL FINANCE & INSURANCE	LINES 10 - 12 & 38		448,178	-23,497	342,354	
40													
41													
42													
43		F&I SUMMARY		CURRENT MONTH			CURRENT YEAR-TO-DATE						
44				VEHICLE SALES	F & I GROSS PROFIT	F&I GP / UNIT	VEHICLE SALES	F & I GROSS PROFIT	F&I GP / UNIT				
45				107	190,306	1,779	107	190,306	1,779				
46				31	56	2	31	56	2				
47				39	151,992	3,897	39	151,992	3,897				
48				177	342,354	1,934	177	342,354	1,934				

LN #	MONTH-TO-DATE				SERVICE AND COLLISION	EFF. RATE	ACCT NO	YEAR-TO-DATE			
	RO's	SALES	GROSS PROFIT	% GP				RO's	SALES	GROSS PROFIT	% GP
1	534	175,171	132,120	75.4	Customer Mechanical Labor - Toyota		4400	534	175,171	132,120	75.4
2					Memo: Toyota Express Maint. Labor (TXM)		4435				
3	240	4,509	257	5.7	ToyotaCare Mechanical Labor - Toyota		4455	240	4,509	257	5.7
4					Toyota Prepaid Maint Plan Mech Labor		4465				
5	303	118,921	89,121	74.9	Internal Mechanical Labor - Toyota		4430	303	118,921	89,121	74.9
6	247	65,396	49,868	76.3	Warranty Mechanical Labor - Toyota		4420	247	65,396	49,868	76.3
7	156	21,321	17,961	84.2	Pre-Delivery Service Labor - Toyota		4440	156	21,321	17,961	84.2
8	1,480	385,318	289,327	75.1	TOTAL MECHANICAL LABOR - TOYOTA		LINES 1, 3 - 7	1,480	385,318	289,327	75.1
9					Customer Mechanical Labor - Other		4410				
10					Internal Mechanical Labor - Other		4411				
11					Warranty Mechanical Labor - Other		4412				
12					TOTAL MECHANICAL LABOR - OTHER		LINES 9 - 11				
13	1,480	385,318	289,327	75.1	TOTAL MECHANICAL LABOR		LINES 8 & 12	1,480	385,318	289,327	75.1
14					Customer Mech. Accessory Labor - Toyota		4475				
15					Internal Mech. Accessory Labor - Toyota		4489				
16					Warranty Mech. Accessory Labor - Toyota		4485				
17					TOTAL ACCESSORY LABOR - TOYOTA		LINES 14 - 16				
18					Customer Mech. Accessory Labor - Other		4461				
19					Internal Mech. Accessory Labor - Other		4462				
20					Warranty Mech. Accessory Labor - Other		4463				
21					TOTAL ACCESSORY LABOR - OTHER		LINES 18 - 20				
22					TOTAL ACCESSORY LABOR		LINES 17 & 21				
23	1,480	385,318	289,327	75.1	TOTAL MECH. & ACCESSORY LABOR - TOYOTA		LINES 8 & 17	1,480	385,318	289,327	75.1
24					TOTAL MECH. & ACCESSORY LABOR - OTHER		LINES 12 & 21				
25			(19,375)	(-5.0)	Unapplied Labor		6450			(19,375)	(-5.0)
26		7,729	-2,304	-29.8	Sublet Repairs - Mechanical		4460		7,729	-2,304	-29.8
27					Car Wash, Detailing, Add-ons		4464				
28	1	7,194	-701	-9.7	Toyota PPM Service Drive Contracts		4468	1	7,194	-701	-9.7
29					Non-Toyota PPM Service Drive Contracts		4451				
30	1,481	400,241	266,947	66.7	TOTAL SERVICE DEPARTMENT		LINES 23 - 29	1,481	400,241	266,947	66.7
31					Customer Collision Labor - Toyota		4500				
32					Internal Collision Labor - Toyota		4530				
33					Warranty Collision Labor - Toyota		4520				
34					Customer Collision Labor - Other		4446				
35					Internal Collision Labor - Other		4448				
36					Warranty Collision Labor - Other		4447				
37					Labor - Unapplied Time - Collision Center		6550				
38					Sublet Repairs - Collision Center		4560				
39					Paint & Materials		4570				
40					TOTAL COLLISION CENTER		LINES 31 - 39				

LN	MONTH-TO-DATE				PARTS & ACCESSORIES	ACCT NO	YEAR-TO-DATE			
	RO's	SALES	GROSS PROFIT	% GP			RO's	SALES	GROSS PROFIT	% GP
1	739	149,724	53,379	35.7	Parts RO Customer Mechanical - Toyota	4700 4735	739	149,724	53,379	35.7
2					Memo: Toyota Express Maintenance Parts (TXM)					
3					ToyotaCare Mechanical Parts - Toyota	4755				
4					Toyota Prepaid Maintenance Plan Parts	4761				
5	9	7,288	563	7.7	Parts RO Customer Pay Tires - Toyota	4725	9	7,288	563	7.7
6	160	52,056	16,933	32.5	Parts RO Internal - Toyota	4730 4732	160	52,056	16,933	32.5
7	18	16,580	2,212	13.3	Parts RO Tires Internal - Toyota	4734	18	16,580	2,212	13.3
8	228	74,390	34,007	45.7	Parts RO Warranty - Toyota	4720	228	74,390	34,007	45.7
9					Parts RO Customer Collision - Toyota	4710				
10	3,295	1,410,168	222,931	15.8	Parts Wholesale - Mechanical - Toyota	4750	3,295	1,410,168	222,931	15.8
11					Parts Wholesale - Collision - Toyota	4738				
12					Parts Wholesale - Toyota - Online	4731				
13	371	51,692	16,701	32.3	Parts Counter In Store Retail - Toyota	4740	371	51,692	16,701	32.3
14					Parts Online Retail - Toyota	4748				
15	4,820	1,761,898	346,726	19.7	TOTAL PARTS - TOYOTA	LINES 1, 3 - 14	4,820	1,761,898	346,726	19.7
16					Parts RO Customer Mechanical - Other	4701 4712				
17					Parts RO Customer Pay Tires - Other	4756				
18					Parts RO Internal - Other	4767				
19					Parts RO Tires Internal - Other	4758				
20					Parts RO Warranty - Other	4754				
21					Parts RO Customer Collision - Other	4753				
22					Parts Wholesale - Mechanical - Other	4709				
23					Parts Wholesale - Collision - Other	4766				
24					Parts Wholesale - Other - Online	4762				
25					Parts Counter In Store Retail - Other	4763				
26					Parts Online Retail - Other	4764				
27					TOTAL PARTS - OTHER	LINES 16 - 26				
28	4,820	1,761,898	346,726	19.7	TOTAL PARTS	LINES 15 & 27	4,820	1,761,898	346,726	19.7
29					Accessory RO Customer - Toyota	4765				
30			-1		Accessory Internal - Toyota	4785			-1	
31					Accessory RO Warranty - Toyota	4775				
32					Accessory Wholesale - Toyota	4787				
33					Accessory Counter In Store Retail - Toyota	4797				
34					Accessory Online Retail - Toyota	4778				
35			-1		TOTAL ACCESSORY - TOYOTA	LINES 29 - 34			-1	
36					Accessory RO Customer - Other	4771				
37					Accessory Internal - Other	4774				
38					Accessory RO Warranty - Other	4773				
39					Accessory Wholesale - Other	4777				
40					Accessory Counter In Store Retail - Other	4776				
41					Accessory Online Retail - Other	4772				
42					TOTAL ACCESSORY - OTHER	LINES 36 - 41				
43			-1		TOTAL ACCESSORY	LINES 35 & 42			-1	
44	4,820	1,761,898	346,725	19.7	TOTAL PARTS & ACCESSORY - TOYOTA	LINES 15 & 35	4,820	1,761,898	346,725	19.7
45					TOTAL PARTS & ACCESSORY - OTHER	LINES 27 & 42				
46			(-22,128)		P&A - Inventory Adjustments	6760			(-22,128)	
47		16,232	2,768	17.1	Gas, Oil & Grease / Non-Auto Merchandise	4770 4760		16,232	2,768	17.1
48					P&A - LIFO Adjustment	6798				
49			(113,725)		P&A - Purchase Discounts	6799			(113,725)	
50		1,778,130	441,090	24.8	TOTAL PARTS & ACCESSORY DEPT.	LINES 44 - 49		1,778,130	441,090	24.8
51		400,241	266,947	66.7	TOTAL SERVICE & COLLISION CENTER	PG8 LINES 30 & 40		400,241	266,947	66.7
52		2,178,371	708,037	32.5	TOTAL SERVICE, COLLISION, P & A	LINES 50 & 51		2,178,371	708,037	32.5
53		9,651,486	870,722	9.0	TOTAL NEW & USED VEHICLE DEPTS.	PG6 LINES 39 & 72		9,651,486	870,722	9.0
54		11,829,857	1,578,759	13.3	TOTAL ALL DEPARTMENTS	LINES 52 & 53		11,829,857	1,578,759	13.3