



2018 ACURA DEALER STATEMENT

DEALER NO. **251438**

ACURA

BALANCE SHEET

ZONE/DIST. NO. **5 / C**DEALERSHIP **RALLYE ACURA**CITY **ROSLYN**STATE **NY**ZIP **11576**COVERING THE PERIOD FROM: **01/01/18** THRU: **03/31/18** OTHER MAKES SOLD **OTHER MAKE S**

ASSETS				ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES				ACCT. NO.	AMOUNT	
Cash on Hand				201	1800	1	Accounts Payable - Trade Creditors				300	375700	
Cash in the Bank				202	173243	2	Vehicle Lien Payoffs				320	39247	
Cash Clearing				203		3	License and Registration Fees				321	7498	
Contracts in Transit				205	1271879	4	Customer Deposits				322	26827	
TOTAL CASH AND CONTRACTS (LINES 1 TO 4)					1446922	5							
Vehicle Accounts Receivable				210	288035	6	P A Y A B L E	New Vehicles & Demos				324	14468459
Service, Body Shop & Parts Accts. Receivable				220	311380	7		Used Vehicles				325	287120
Factory Receivables - Acura				221	1054397	8		Lease/Rental Vehicles				326	1738459
Factory Receivables - Other				222		9		Other				328	
Warranty Receivables - Acura				223	109076	10		Long Term Debt - Current Portion				329	
Warranty Receivables - Other				224		11	TOTAL ACCOUNTS & NOTES PAYABLE (LINES 1 TO 10)					16943310	
Holdback Receivables - Acura				226		12	Interest Payable				330		
Holdback Receivables - Other				227		13	Payroll Payable				331	152282	
Allowance for Doubtful Accounts				225		14	Insurance Payable				332		
TOTAL RECEIVABLES (LINES 6 TO 14)					1762888	15	Taxes Payable - Sales				333	116682	
* Demo Vehicles - Acura	TOTAL UNITS ()	230	42957	16	- Payroll				334	1720			
* Demo Vehicles - Other	TOTAL UNITS ()	231		17	- Income (Prior Yr. \$ _____)				335				
* New Acura Vehicles -	TOTAL CAR UNITS ()	234	13028750	18	- Real Estate				336				
	TOTAL SUV UNITS ()	235		19	- Other				337	1815			
* New Vehicles - Other	TOTAL UNITS ()	235		20	Employees' Bonuses Payable				338				
L.I.F.O. Reserve New Vehicles		242		21	Owners' Bonuses Payable				339				
TOTAL NEW VEHICLE (LINES 16 TO 21)					13071707	22	Pension / 401K Plan Payable				340		
* Used Acura Vehicles - Certified	UNITS ()	250	1344466	23	Other Expenses Payable				341	70393			
* Memo: 30 + Days	UNITS () (\$)		739204	24	Accruals and Reserves				345				
* Used Acura Vehicles - Non Certified	UNITS ()	251	31007	25	TOTAL ACCRUED LIABILITIES (LINES 12 TO 24)					342892			
* Memo: 30 + Days	UNITS () (\$)			26	TOTAL CURRENT LIABILITIES (LINES 11 & 25)					17286202			
* Used Other than Acura	UNITS ()	252	129583	27	Long Term Debt - Owners				350				
* Memo: 30 + Days	UNITS () (\$)		50255	28	Long Term Debt - Other				353				
L.I.F.O. Reserve Used Vehicles		259		29	Long Term Contracts and Reserves				354				
Parts - Acura (\$ CORES)	OBSOLESCENCE	260	906	30	Mortgages Payable - Company Owned Real Estate				355				
Accessories - Acura Vehicles (\$)	OBSOLESCENCE	261	132273	31	TOTAL LONG TERM DEBT (LINES 27 TO 30)								
Parts & Accessories - Other		262	43768	32	TOTAL LIABILITIES (LINES 26 & 31)					17286202			
Gas, Oil and Grease		263	36366	33	NET WORKING CAPITAL				EFFECTIVE NET WORTH				
Body Shop Materials		264		34	ACTUAL \$ 5,720,705 <small>(ASSETS LINE 51 PLUS 21, 29 & 39 MINUS LIABILITIES LINE 26)</small>				ACTUAL \$ 7,102,372 <small>(NET WORTH LINE 68 MINUS ASSET LINE 68 + 50% OF ASSET LINES 21, 29 & 39)</small>				
Sublet Repairs		265	2411	35									
Work in Process - Labor		266	1540	36	REQUIRED \$ 2,853,100				REQUIRED \$ 1,426,600				
Tire Inventory		267	82038	37									
Non-Automotive Inventory		268		38	NET WORTH								
L.I.F.O. Reserve Parts & Accessories		269		39	CORPORATIONS ONLY				CAPITAL STOCK				
TOTAL INVENTORIES (LINES 22, 23, 25, 27, 29 TO 39)					14876065	40	ADDITIONAL PAID IN CAPITAL				361		
Marketable Securities		270		41	TREASURY STOCK				362				
Finance Income Receivable		271	31354	42	RETAINED EARNINGS				370				
Insurance Commissions Receivable		272		43	DIVIDENDS				375				
Prepaid Expenses - Taxes		273	34098	44	PREVIOUSLY TAXED INCOME - "S" CORP.				376				
- Insurance		274		45	DISTRIBUTIONS - "S" CORP.				377				
- Advertising		279	1500	46	PROPRIETORSHIP, PARTNERSHIP OR LLC								
- Other		275	3104906	47	INVESTMENTS				380	7687348			
* Lease/Rental Vehicles	UNITS ()	277/278	1777516	48	DRAWINGS				390				
Accumulated Depreciation (ACCTS. 277, 278)		389	28342	49									
TOTAL OTHER CURRENT ASSETS (LINES 41 TO 49)					4921032	50							
TOTAL CURRENT ASSETS (LINES 5, 15, 40 & 50)					23006907	51	MONTH	NEW UNITS ACURA	OTHER	USED UNITS RTL	WHL	PROFIT OR (LOSS)	
LAND	ACCT. NO.	COST	ACCUMULATED DEPRECIATION		52	JAN.	97		16	30	1635		
BLDGS.	281				53	FEB.	123		19	18	26449		
EQUIP. M/S	282	608165	573034	35131	54	MAR.	126		19	36	20170		
EQUIP. P/A	283	63437	63437		55	APR.							
FURN.	284	315364	307632	7732	56	MAY							
CO. VEH.	285	165213	119593	45620	57	JUN.							
LEASEHOLD	286	2043846	750662	1293184	58	JUL.							
SIGNS	287	12134	12134		59	AUG.							
OTHER	288				60	SEP.							
TOTAL FIXED ASSETS (LINES 53 TO 61)					3208159	61	OCT.						
Life Insurance - Cash Value		291			62	NOV.							
Notes/Accts. Receivable - Officers & Employees		293			63	DEC.							
Other Notes/Accounts Receivable		295			64	TOTAL	346		54	84	48255		
Other Non-Automotive Assets		296	6		65	INCOME FROM OTHER OPERATIONS				098			
Investments & Advances - Other Operations		297	633225		66	ESTIMATED INCOME TAXES				099			
TOTAL OTHER ASSETS (LINES 63 TO 67)					633231	67	NET EARNINGS - PROFIT OR (LOSS) (LINES 64 & 65 MINUS 66)					48255	
TOTAL ASSETS (LINES 51, 62 & 68)					25021805	68	TOTAL NET WORTH (LINES 41 TO 50 & 67)					7735603	
						69	TOTAL LIABILITIES & NET WORTH (LINES 32 & 68)					25021805	

RECEIVABLES ANALYSIS

LINE NO.	TYPE	ACCT. NO.	TOTAL	CURRENT	31 - 60	61 - 90	OVER 90	DOUBTFUL ACCOUNTS	LINE NO.
72	Vehicle	210	288035	288035					72
73	Service, Body Shop & Parts	220	311380	153645	49655	77927	30153		73
74	Factory Receivables	221/222	1054397	1054397					74
75	Warranty Receivables	223/224	109077	60580	44865	3632			75
76	Holdback Receivables	226/227							76
77	TOTAL		1762889	1556657	94520	81559	30153		77
78	Less: Doubtful Accounts	225							78
79	NET RECEIVABLES		1762889						79

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP INCOME AND EXPENSE			A NEW ACURA DEPT.		B NEW OTHER DEPT.		LINE NO.				
			MONTH	YEAR TO DATE	GROSS PROFIT % OF SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE					
1	SALES		6435861	17829542	100%	4870477	13382335			1				
2	GROSS		328219	1096415	615	- 9042	63621			2				
3	OTHER VARIABLE INCOME & DEDUCTIONS				PRVS					3				
4	Finance Income	003	50977	135262	338	38674	105501			4				
5	Insurance Income	004								5				
6	Service Contracts	005	13457	34626	87	3524	10352			6				
7	GAP Insurance Income	006								7				
8	Charge Backs & Repo Losses	007	(574)	(2329)	(6)	(574)	(2329)			8				
9	Aftermarket Income	009	39462	98773	247	35005	92511			9				
10	FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9)		103322	266332	666	76629	206035			10				
11	Carline Marketing Allowance	008	32090	94965	274	32090	94965			11				
12														
13	TOTAL OPERATING INCOME (LINES 2+10+11+12)		463631	1457712	3644	99677	364621			13				
14	EXPENSES				PRVS					14				
15	Salespeople Compensation	011	67802	182313	456	56629	153687			15				
16	Floor Plan Interest	012	- 33635	- 82638	- 207	- 34753	- 86146			16				
17	Compensation F & I/Service Contracts	013	26522	76059	190	21643	64278			17				
18	Delivery Expense	014	8128	20998	52	4424	10002			18				
19	Policy Expense-New & Used	015	1092	5018	13	402	3539			19				
20	Demo Expense	016								20				
21	Advertising Associations	018								21				
22	Advertising - New & Used	019	16516	114226	286	2013	59441			22				
23	TOTAL VARIABLE SELLING EXPENSE (LINES 15 TO 22)		86425	315976	% OPER. INCOME	50358	204801			23				
24	Compensation Owners	020	11391	33749	232	6265	18562			24				
25	Compensation Supervisors	021	62684	205900	1412	26580	91111			25				
26	Compensation Clerical	022	49989	145230	996	26726	75204			26				
27	Other Salaries & Wages	023	81551	238043	1633	8897	25099			27				
28	Payroll Taxes	025	25854	96435	662	13392	50167			28				
29	Employee Benefits/Pension/401K/Worker's Comp.	026	27589	98273	674	11464	41097			29				
30	Absentee Wages - Productive	029	2673	8019	55					30				
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		261731	825649	5664	93324	301240			31				
32	Company Vehicle Expense	051	42729	128128	879	14082	42325			32				
33	Office Supplies & Stationery	060	7000	16932	116	2916	6387			33				
34	Other Supplies & Tools	061	- 914	328	2		230			34				
35	Adv. - Serv., Body, P & A	062	21057	55296	379					35				
36	Bad Debts	063								36				
37	Contributions	066								37				
38	Policy Expense-Serv., Body, P & A	067	2609	7111	49					38				
39	Outside Services	068	49801	139408	956	11140	29767			39				
40	Laundry & Uniforms	069	1148	3757	26	121	546			40				
41	Travel & Entertainment	070	488	616	4	264	392			41				
42	Memberships, Dues, Pblcns.	071	410	2256	15	115	1183			42				
43	Legal & Auditing	072	10220	23131	159	4088	9252			43				
44	Telephone	074	6217	12953	89	1889	3958			44				
45	Postage/Express Mail/Freight	075	3592	7927	54	1129	3489			45				
46	Training	076	1872	9444	65	348	1690			46				
47	Data Processing Services	078	23798	79144	543	9370	31210			47				
48	Miscellaneous	079	18137	42348	291	6320	14324			48				
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48)		188164	528779	3627	51782	144753			49				
50	Rent	080	61631	184893	1268	34294	102883			50				
51	Amortization - Leaseholds	081	4742	14227	98	1897	5691			51				
52	Repairs & Maint. - Real Estate	082	1066	5760	40	533	2880			52				
53	Depreciation - Bldgs. & Imps.	083								53				
54	Taxes - Real Estate	084	24983	74948	514	15456	46367			54				
55	Insurance - Bldgs. & Imps.	085	2409	9638	66	964	3855			55				
56	Mortgage Interest	086								56				
57	Utilities	087	9084	29920	205	3706	12219			57				
58	Rent & Rent Equivalent (LINES 50 TO 57)		103915	319386	2191	56850	173895			58				
59	Insurance - Other	088	12866	39004	268	7009	21475			59				
60	Taxes - Other	089	810	4350	30	582	3060			60				
61	Other Interest	090								61				
62	Depreciation - Other	091	3313	9939	68	1285	3856			62				
63	Equipment Repairs & Rentals	092	1140	2954	20	284	1143			63				
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		122044	375633	2577	66010	203429			64				
65	TOTAL FIXED OVERHEAD (LINES 31, 49 & 64)		571939	1730061	11868	211116	649422			65				
66	TOTAL EXPENSES (LINES 23 & 65)		658364	2046037	14036	261474	854223			66				
67	OPERATING PROFIT (LOSS) (LINES 13 MINUS 66)		- 194733	- 588325	- 4036	- 161797	- 489602			67				
68	NET ADDITIONS & DEDUCTIONS													
68			214903	636580						68				
69	NET PROFIT (LOSS) BEFORE													
69						PERSONNEL SUMMARY					69			
70	BONUSES OR INCOME TAX (LINES 67 & 68)		20170	48255		POSITION	A	B	C	D	E	F	TOTAL	70
71	Bonuses - Employees	096				OWNERS								71
72	Bonuses - Owners	097				SUPERVISORS	200		100	200		100	600	72
73	NET PROFIT (LOSS)					SALESPEOPLE/PARTS CNTR/SERVICE ADV	1500			300		200	2000	73
74	BEFORE INCOME TAX (LINES 70 TO 72)		20170	48255		TECHNICIANS				1300			1300	74
75						CLERICAL	800			300			1100	75
76						OTHER	500			400		500	1400	76
77						TOTAL	3000		100	2500		800	6400	77
78						HIRED Y.T.D.								78
79						TERMINATED Y.T.D.								79

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	C USED VEHICLE DEPT.		D SERVICE DEPT.		E BODY SHOP DEPT.		F PARTS AND ACCESS. DEPT.	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	SALES		886138	2396502	249138	724691			430108	1326014
2	GROSS		28243	74163	181942	549243			127076	409388
3	OTHER VARIABLE INCOME & DEDUCTIONS									
4	Finance Income	003	12303	29761	SERVICE / BODY DEPARTMENT DATA					
5	Insurance Income	004								
6	Service Contracts	005	9933	24274	SERVICE		BODY			
7	GAP Insurance Income	006								
8	Charge Backs & Repo Losses	007			TTL Weekly Operating Hrs.		40.00			
9	Aftermarket Income	009	4457	6262	TTL Hours Billed (Month)					
10	FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9)		26693	60297	CUSTOMER		WARRANTY		INTERNAL	
11										
12					Hourly Labor Rate Charge	MECH	140.00	130.00	140.00	
13	TOTAL OPERATING INCOME (LINES 2+10+11+12)		54936	134460	181942	549243			127076	409388
14	EXPENSES									
15	Salespeople Compensation	011	11173	28626	MONTHLY MEMO DATA					
16	Floor Plan Interest	012	1118	3508						
17	Compensation F & I/Service Contracts	013	4879	11781	PARTS & ACCESSORIES		DEPARTMENT			
18	Delivery Expense	014	3704	10996						
19	Policy Expense-New & Used	015	690	1479	ACURA FLOOR PLAN ASSISTANCE		LOST SALES			
20	Demo Expense	016			(\$ 78,126)		\$ 1,004			
21	Advertising Associations	018			OTHER FLOOR PLAN ASSISTANCE		EMERGENCY PURCHASES			
22	Advertising - New & Used	019	14503	54785						
23	TOTAL VARIABLE SELLING EXP. (LINES 15 TO 22)		36067	111175						
24	Compensation Owners	020	570	1687	2278	6750			2278	6750
25	Compensation Supervisors	021	14495	49024	9836	33330			11773	32435
26	Compensation Clerical	022	409	1316	13960	42394			8894	26316
27	Other Salaries & Wages	023	136	407	29400	83577			43118	128960
28	Payroll Taxes	025	2035	7614	7594	28080			2833	10574
29	Employee Benefits/Pension/401K/Worker's Comp.	026	3116	11131	10493	36970			2516	9075
30	Absentee Wages - Productive	029			2673	8019				
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		20761	71179	76234	239120			71412	214110
32	Company Vehicle Expense	051	6013	17996	15593	46961			7041	20846
33	Office Supplies & Stationery	060	496	874	3391	9096			197	575
34	Other Supplies & Tools	061		90	- 1297	- 1176			383	1184
35	Adv. - Serv., Body, P & A	062			8768	22516			12289	32780
36	Bad Debts	063								
37	Contributions	066								
38	Policy Expense-Serv., Body, P & A	067			2518	7015			91	96
39	Outside Services	068	5458	14626	28597	82560			4606	12455
40	Laundry & Uniforms	069			924	2943			103	268
41	Travel & Entertainment	070	15	15	119	119			90	90
42	Memberships, Dues, Pblcns.	071		63	295	947				63
43	Legal & Auditing	072	511	1157	4599	10409			1022	2313
44	Telephone	074	318	669	2159	4483			1851	3843
45	Postage/Express Mail/Freight	075	446	1387	660	1477			1357	1574
46	Training	076	87	368	821	5432			616	1954
47	Data Processing Services	078	1389	4554	7090	23594			5949	19786
48	Miscellaneous	079	1738	4442	8473	19928			1606	3654
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48)		16471	46241	82710	236304			37201	101481
50	Rent	080	3082	9245	19845	59535			4410	13230
51	Amortization - Leaseholds	081	237	711	2134	6402			474	1423
52	Repairs & Maint. - Real Estate	082			533	2880				
53	Depreciation - Bldgs. & Imps.	083								
54	Taxes - Real Estate	084	1249	3747	6773	20319			1505	4515
55	Insurance - Bldgs. & Imps.	085	120	482	1084	4337			241	964
56	Mortgage Interest	086								
57	Utilities	087	481	1590	4007	13182			890	2929
58	Rent & Rent Equivalent (LINES 50 TO 57)		5169	15775	34376	106655			7520	23061
59	Insurance - Other	088	523	1553	3048	9129			2286	6847
60	Taxes - Other	089	228	1290						
61	Other Interest	090								
62	Depreciation - Other	091	161	482	1446	4337			421	1264
63	Equipment Repairs & Rentals	092	48	195	763	1434			45	182
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		6129	19295	39633	121555			10272	31354
65	TOTAL FIXED OVERHEAD (LINES 31, 49 & 64)		43361	136715	198577	596979			118885	346945
66	TOTAL EXPENSES (LINES 23 & 65)		79428	247890	198577	596979			118885	346945
67	OPERATING PROFIT (LOSS) (MINUS 66)		- 24492	- 113430	- 16635	- 47736			8191	62443

F & I	CURR. MO.	LEASES				FIN				CTR				GAP				INS				ACURA CARE				OTHER SVC			
		#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%				
	NEW	104	83	11	9																								
	USED			11	58																								

ADDITIONS TO INCOME					DEDUCTIONS FROM INCOME				
ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE		ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	
Cash Discount Earned	800				Cash Discount Allowed	900			
Interest Earned	802				Lease & Rental Vehicle Expense	905		9016	24879
Lease & Rental Vehicle Income	805		10771	30796	Casualty Losses	906			
Miscellaneous Income	809		11383	50712	Miscellaneous Deductions	909			
L.I.F.O. Adjustment	810				L.I.F.O. Adjustment	910			
Acura Standards Bonus	811		201765	579951					
TOTAL (LINES 74 TO 79)			223919	661459	TOTAL (LINES 74 TO 78)			9016	24879

CURRENT MONTH

GROSS PROFIT ANALYSIS

YEAR TO DATE

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO: INCENTIVES	A - NEW ACURA DEPARTMENT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO: INCENTIVES	LINE NO.
1	25	838704	A- 4716	125650		TLX	403	86	2870509	- 322369	3748	359800	1
2	43	1977769	B- 2478	92150		MDX	411	105	4863790	- 215674	2054	209400	2
3	53	1905905	C- 3032	160350		RDX	413	138	5025571	- 361042	2616	391950	3
4	4	96887	23790	5948	21400	ILX	416	14	352976	- 70295	5021	72400	4
5	1	51212	- 6672	6672	7000	RLX	417	2	95254	- 14465	7233	15500	5
6						NSX	418	1	174235	- 1584	1584		6
7													7
8													8
9													9
10													10
11													11
12													12
13						Discontinued ACURA Models - All	400						13
14			406550	3227		Incentives Earned	002A			1049050	3032		14
15	126	4870477	- 9042	- 72		NEW ACURA RETAIL (LINES 1 TO 14)		346	13382335	63621	184		15
16						Acura - Fleet	410						16
17	126	4870477	- 9042	- 72		TOTAL NEW ACURA DEPT. (LINES 15 & 16)		346	13382335	63621	184		17
18						B - NEW OTHER DEPARTMENT						18	
19						TOTAL OTHER MAKES - ALL VEHICLES	420						19
20						C - USED VEHICLE DEPARTMENT						20	
21	15	412714	17298	1153		Acura Certified Pre-Owned - Retail	440	43	1225176	56117	1305		21
22			(22323)	(1488)		Acura Certified Pre-Owned - Reconditioning	641			(51420)	(1196)		22
23	2	20428	8222	4111		Acura Non-Certified Pre-Owned - Retail	444	7	97868	23616	3374		23
24						Acura Non-Certified Pre-Owned - Reconditioning	648			(2212)	(316)		24
25	2	34417	4177	2089		Used Retail - Other	445	4	68652	7712	1928		25
26						Used Reconditioning - Other	646			(3843)	(961)		26
27	19	467559	7374	388		TOTAL RETAIL USED VEHICLES (LINES 21 TO 26)		54	1391696	29970	555		27
28	MEMO 36	418579	20869	580		Wholesale (DO NOT INCLUDE UNITS ON LINE 30)	442	MEMO 84	1004806	44193	526		28
29						Inventory Adjustments	643						29
30	19	886138	28243	1486		TOTAL USED VEHICLE DEPARTMENT (LINES 27 TO 29)		54	2396502	74163	1373		30
31	NO. R.O'S WRITTEN			G.P. % OF SALES		D - SERVICE DEPARTMENT						31	
32	324	72193	52149	7224		A - Customer Labor	450	975	233072	178922	7677		32
33	554	66788	53290	7979		C - Accelerated Service Labor	458	1686	170013	135118	7948		33
34	333	59573	46445	7796		U - Warranty Labor	452	964	182824	147716	8080		34
35	228	28410	21007	7394		R - Internal Labor	454	678	79524	62474	7856		35
36	49	7265	5902	8124		A - Internal Labor - Accessories	455	142	17690	14796	8364		36
37	1488	234229	178793	7633		TOTAL ACURA SERVICE LABOR (LINES 32 TO 36)		4445	683123	539026	7891		37
38						Service Labor - Other Makes	451						38
39						Accelerated Service Labor - Other Makes	469						39
40		14909	3149	2112		Sublet Repairs	456		41568	10217	2458		40
41						Unapplied Labor	657						41
42	1488	249138	181942	7303		TOTAL SERVICE DEPARTMENT (LINES 37 TO 41)		4445	724691	549243	7579		42
43						E - BODY SHOP DEPARTMENT						43	
44						Customer Labor	460						44
45						Warranty Labor	462						45
46						Internal Labor	464						46
47						Sublet Repairs	466						47
48						Body Shop Materials	467						48
49						Unapplied Labor	668						49
50						TOTAL BODY SHOP DEPARTMENT (LINES 44 TO 49)							50
51	NO. C.T.'S WRITTEN					F - PARTS & ACCESSORIES DEPARTMENT						51	
52		92129	43045	4672		- Customer R.O.	470		254811	115480	4532		52
53		766	428	5587		- Accelerated Service R.O.	488		34865	11643	3339		53
54						- Body Shop R.O.	471						54
55		46740	19306	4131		- Warranty R.O.	472		182693	75263	4120		55
56		7435	1233	1658		- Internal R.O.	473		20171	3994	1980		56
57	126	15890	3521	2216		- Counter Retail	474	371	57765	13483	2334		57
58	502	166481	34398	2066		- Wholesale Collision	475	1438	494490	104071	2105		58
59	170	37871	9798	2587		- Wholesale Mechanical	485	518	121605	29617	2436		59
60						- Parity Pricing Adjustment	679						60
61			4837			- Purchase Allowances	678			25002			61
62	798	367312	116566	3173		ACURA PARTS (LINES 52 TO 61)		2327	1166400	378553	3245		62
63		972	271	2788		A - Customer & Body Shop R.O.	490		4072	1336	3281		63
64						- Warranty R.O.	492		528	212	4015		64
65		19847	2976	1499		- Internal R.O.	493		55855	10111	1810		65
66	28	4223	897	2124		- Counter Retail	494	45	7715	1580	2048		66
67	8	2267	500	2206		- Wholesale	495	17	4192	887	2116		67
68						- Parity Pricing Adjustment	697						68
69	36	27309	4644	1701		ACURA ACCESSORIES (LINES 63 TO 68)		62	72362	14126	1952		69
70						Parts & Access. Inventory Adjustments	676			2235			70
71	834	394621	121210	3072		TOTAL ACURA PARTS & ACCESS. (LINES 62, 69 & 70)		2389	1238762	394914	3188		71
72		7118	639	898		Parts & Accessories - Other Makes	480		11182	1163	1040		72
73						Accelerated Service Parts & Accessories - Other Makes	481						73
74	48	17701	1478	835		Tires	482	135	51242	4492	877		74
75						Accelerated Service - Tires	483						75
76		3379	1172	3468		Gas, Oil, Grease	489		10451	3775	3612		76
77		7289	2577	3535		Accelerated Service - Gas, Oil, Grease	484		14377	5044	3508		77
78	882	430108	127076	2955		TOTAL PARTS & ACCESS. DEPT. (LINES 71 TO 77)		2524	1326014	409388	3087		78
79		6435861	328219	510		TOTAL ALL DEPARTMENTS (17, 19, 30, 42, 50 & 78)			17829542	1096415	615		79