

VARIABLE OPERATIONS - DEPARTMENT PROFITABILITY

LN NO	NEW VEHICLE DEPT. (01)				USED VEHICLE DEPT. (02)				LEASE AND RENTAL DEPT. (03)				FIN. INS. & PROT. PLANS INCOME (04)		LN NO	
	MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE		
1	NET SALES	4615374	% OF SALES	22623065	% OF SALES	2289048	% OF SALES	11119478	% OF SALES					359917	1662523	1
2	GROSS PROFIT/INCOME	296683	6	1405333	6	98240	4	363095	3					162309	762785	2
3	EXPENSES															3
4	VEHICLE SALESPEOPLE COMPENSATION & OTHER	43749	12	211689	11	43749	24	211043	31					781	743	4
5	DELIVERY EXPENSE	-2574	-1	-9478	-1	20		1413								5
6	POLICY WORK - VEHICLES	-768		3266		8427	5	29822	4					1017	1082	6
7	TOTAL VARIABLE (LINES 4-6)	40407	11	205477	11	52196	29	242278	35							7
8	SALARIES - OWNERS / EXECUTIVE MANAGERS	25000	7	98032	5	14000	8	53222	8					196	153	8
9	SALARIES - SUPERVISION	45366	12	191045	10	43318	24	206728	30							9
10	SALARIES - CLERICAL	12346	3	39766	2	4938	3	25711	4							10
11	OTHER SALARIES AND WAGES	28136	7	98203	5	20781	12	81184	12							11
12	ABSENTEE COMPENSATION															12
13	INCENTIVES - SUPERVISION	32		32												13
14	TAXES - PAYROLL	18951	5	80297	4	8227	5	51169	7							14
15	EMPLOYEE BENEFITS	12691	3	53370	3	10730	6	47860	7							15
16	RETIREMENT BENEFITS															16
17	TOTAL PERSONNEL (LINES 8-16)	142522	38	560745	30	101994	57	465874	68							17
18	COMPANY VEHICLE EXPENSE	667		3174		48		179								18
19	OFFICE SUPPLIES & EXPENSES	1174		5130		491		4468	1							19
20	OTHER SUPPLIES	6188	2	9612	1	5468	3	8525	1							20
21	E-COMMERCE ADVERTISING/FEES	7383	2	48151	3	21650	12	116214	17							21
22	ADVERTISING	12692	3	42816	2	11802	7	51868	8							22
23	ADVERTISING REBATES	38418	10	179107	10											23
24	CONTRIBUTIONS	250		250		250		250								24
25	POLICY WORK - PARTS & SERVICE															25
26	INFORMATION TECHNOLOGY SERVICES	8599	2	28826	2	6103	3	28848	4							26
27	OUTSIDE SERVICES (OTHER)	23063	6	80643	4	16570	9	59428	9							27
28	TRAVEL & ENTERTAINMENT			1141				1141								28
29	MEMBERSHIP DUES & PUBLICATIONS			4759				3034								29
30	LEGAL & AUDITING EXPENSE	957		5424		383		4132	1							30
31	TELEPHONE	1287		2918		967	1	2598								31
32	TRAINING EXPENSE	9710	3	42420	2	1858	1	7222	1							32
33	INTEREST - FLOORPLAN	59938	16	294095	16	6150	3	38977	6							33
34	INTEREST - FLOORPLAN CREDIT	70658	19	279223	15											34
35	INTEREST - NOTES PAYABLE (OTHER)			278												35
36	INSURANCE - INVENTORY	2070	1	10899	1	233		2065								36
37	BAD DEBT EXPENSE															37
38	FREIGHT, POSTAGE & SHIPPING			4383				4423	1							38
39	MISCELLANEOUS EXPENSE	907		3419		528		2624								39
40	TOTAL SEMI-FIXED (LINES 18-39)	25809	7	130008	7	72501	41	335996	49							40
41	RENT	32394	9	142123	8	7933	4	96382	14							41
42	AMORTIZATION - LEASEHOLDS															42
43	REPAIRS - REAL ESTATE	1900	1	3567		1900	1	3567	1							43
44	DEPRECIATION BUILDINGS & IMPROVEMENTS															44
45	TAXES - REAL ESTATE	8440	2	42200	2	5908	3	29540	4							45
46	INSURANCE BUILDINGS & IMPROVEMENTS															46
47	INTEREST - MORTGAGES															47
48	UTILITIES	3842	1	25153	1	1640	1	16558	2							48
49	SUB-TOTAL RENT & RENT EQUIVALENT (LINES 41-48)	46576	12	213043	12	17381	10	146047	21							49
50	INSURANCE OTHER	2195	1	30737	2	2552	1	25084	4							50
51	TAXES - OTHER															51
52	REPAIRS - EQUIPMENT	915		2356		329		1488								52
53	DEPRECIATION - EQUIPMENT															53
54	EQUIPMENT RENTAL															54
55	TOTAL FIXED (LINES 42-54)	49686	13	246136	13	20262	11	172619	25							55
56	TOTAL FIXED OVERHEAD (LINES 17,40,55)	218017	58	936889	51	194757	109	974489	142							56
57	TOTAL EXPENSES (LINES 4-56)	258424	68	1142366	62	246953	138	1216767	178							57
58	DEPARTMENT PROFIT OR LOSS (LINE 2 MINUS 57)	38259	10	262967	14	-148713	-83	-853672	125							58
59	FINANCE & INSURANCE & PROTECTION PLAN INCOME TRANSFER	81905	22	441483	24	80404	45	321302	47					162309	762785	59
60	PRORATION OF G&A															60
61	DEPT PROFIT OR LOSS AFTER TRANSFER & PRORATION (LINES 58,59 MINUS 60)	120164	32	704450	38	-68309	-38	-532370	-78							61
62	ADDITIONS TO INCOME	MONTH	YEAR-TO-DATE		DEDUCTIONS FROM INCOME				MONTH	YEAR-TO-DATE						62
63	BAD DEBTS RECOVERED	902							952							63
64	CASH DISCOUNTS EARNED	903							953							64
65	OTHER INCOME	905	107236	231560					955							65
66	GM REIMBURSEMENTS	909	48011	320831												66
67	DOCUMENT HANDLING FEES	910														67
68	AMOUNT TO BALANCE		1													68
69	NET ADDITIONS AND DEDUCTIONS (LINES 63-68)									155248		552391				69

FIXED OPERATIONS - DEPARTMENT PROFITABILITY

LN NO	MECHANICAL DEPT. (05)				BODY SHOP DEPT. (06)				PARTS & ACCESSORIES DEPT. (07)				GENERAL & ADMINISTRATIVE (09)				LN NO
	MONTH	YEAR-TO-DATE	% OF SALES	% OF SALES	MONTH	YEAR-TO-DATE	% OF SALES	% OF SALES	MONTH	YEAR-TO-DATE	% OF SALES	% OF SALES	MONTH	YEAR-TO-DATE	% OF SALES	% OF SALES	
1	NET SALES		354043	1649317					357815	1688902							
2	GROSS PROFIT/INCOME		270572	1255717	76				132447	687597	41						
3	EXPENSES		NO														
4	VEHICLE SALESPEOPLE COMPENSATION & OTHER		11														
5	DELIVERY EXPENSE		13														
6	POLICY WORK - VEHICLES		15														
7	TOTAL VARIABLE		% GRS PROFIT		% GRS PROFIT		% GRS PROFIT		% GRS PROFIT		% GRS PROFIT		% GRS PROFIT		% TOTAL GROSS PROFIT		
8	SALARIES - OWNERS / EXECUTIVE MANAGERS		20	10000	3	38016	3		6000	6	22810	4					
9	SALARIES - SUPERVISION		21	41145	14	191485	14		26270	24	103323	18					
10	SALARIES - CLERICAL		22	8642	3	36063	3		4938	5	12417	2					
11	OTHER SALARIES AND WAGES		23	75603	26	248802	18		45225	42	160793	29					
12	ABSENTEE COMPENSATION		24	5100	2	25500	2										
13	INCENTIVES - SUPERVISION		26														
14	TAXES - PAYROLL		25	12834	4	43507	3		7365	7	25768	5					
15	EMPLOYEE BENEFITS		27	17447	6	84756	6		4270	4	21383	4					
16	RETIREMENT BENEFITS		29														
17	TOTAL PERSONNEL (LINES 8-16)		170771	668129	58	48			94068	87	346494	62					
18	COMPANY VEHICLE EXPENSE		51	3904	1	6903	1		4342	4	11388	2					
19	OFFICE SUPPLIES AND EXPENSES		60	841		5312			499		2944	1					
20	OTHER SUPPLIES		61	2991	1	28691	2		2078	2	10351	2					
21	E-COMMERCE ADVERTISING/FEES		63	1912	1	16274	1		2025	2	19166	3					
22	ADVERTISING		65	11320	4	46461	3		3872	4	15090	3					
23	ADVERTISING REBATES		64														
24	CONTRIBUTIONS		66														
25	POLICY WORK - PARTS & SERVICE		67	3750	1	16880	1		200		3293	1					
26	INFORMATION TECHNOLOGY SERVICES		68	6827	2	23569	2		4218	4	16846	3					
27	OUTSIDE SERVICES (OTHER)		69	19589	7	87100	6		14450	13	70898	13					
28	TRAVEL & ENTERTAINMENT		70			616					553						
29	MEMBERSHIP DUES & PUBLICATIONS		71			2352					1485						
30	LEGAL & AUDITING EXPENSE		72	670		2601			383		2314						
31	TELEPHONE		74	741		1581			594	1	1509						
32	TRAINING EXPENSE		75	10646	4	36167	3		875	1	4953	1					
33	INTEREST - FLOORPLAN		76														
34	INTEREST - FLOORPLAN CREDIT		78														
35	INTEREST - NOTES PAYABLE (OTHER)		79														
36	INSURANCE - INVENTORY		86														
37	BAD DEBT EXPENSE		87			417											
38	FREIGHT, POSTAGE & SHIPPING		33			210			2083	2	4267	1					
39	MISCELLANEOUS EXPENSE		77	967		2452			1115	1	7801	1					
40	TOTAL SEMI-FIXED (LINES 37-39)		64158	277586	22	20			36734	34	172858	31					
41	RENT		80	13013	4	48479	4		7453	7	28732	5					
42	AMORTIZATION - LEASEHOLDS		81														
43	REPAIRS - REAL ESTATE		82	1179		3206			1179	1	2663						
44	DEPRECIATION BUILDINGS & IMPROVEMENTS		83														
45	TAXES - REAL ESTATE		84	4220	1	21100	2		2532	2	12660	2					
46	INSURANCE BUILDINGS & IMPROVEMENTS		85														
47	INTEREST - MORTGAGES		86														
48	UTILITIES		87	2620	1	13276	1		1502	1	7896	1					
49	SUB-TOTAL RENT (LINES 41-48)		21032	86061	7	6			12666	12	51951	9					
50	INSURANCE OTHER		88	5182	2	34071	2		336		8753	2					
51	TAXES - OTHER		89														
52	REPAIRS - EQUIPMENT		90	2296	1	8916	1		2801	3	7081	1					
53	DEPRECIATION - EQUIPMENT		91														
54	EQUIPMENT RENTAL		92			1072					1072						
55	TOTAL FIXED (LINES 41-54)		28510	130120	10	9			15803	15	68857	12					
56	TOTAL FIXED OVERHEAD (LINES 41-54)		263439	1075835	89	78			146605	135	588209	104					
57	TOTAL EXPENSES (LINES 41-56)		263439	1075835	89	78			146605	135	588209	104					
58	DEPT. PROFIT OR LOSS (LINE 2 MINUS 57)		7133	179882	2	13			-14158	-13	99388	18					
59	CUSTOMER PARTS GROSS TRANSFER		24230	124342	8	9			24230	22	124342	22					
60	PRORATION OF G&A																
61	DEPT PROFIT OR LOSS (LINES 58-59)		31363	304224	11	22			-38388	-35	-24954	-4					
62	SERVICE CUST POSTED LABOR RATES		CARS & LD TRUCKS	MD TRUCKS	OTHER POSTED LABOR RATES				SERVICE	BODY SHOP							
63	CUSTOMER LABOR		195.00	195.00	WARRANTY				187.00								
64	EXT. SERVICE CONTRACT LABOR				INTERNAL				195.00								
65	QUICK-SERVICE / GOODWRENCH LAB		195.00		BODY SHOP - PAINT LABOR												
66					BODY SHOP - BODY LABOR												

LN NO	VARIABLE OPERATIONS	ACC. NO.	MONTH				YEAR-TO-DATE				LN NO
			UNITS SOLD	SALES	GROSS	PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	
1		400K									1
2	N	401K									2
3	O	402K									3
4	N	403K									4
5		404K									5
6		405K									6
7	F	406K									7
8	L	407K									8
9	E	408K									9
10	E	409K									10
11	T	410K									11
12		411K									12
13	TOTAL CARS NON-FLEET (LINES 1 THRU 12)										13
14	F	412K									14
15	L	413K									15
16	T	414K									16
17	TOTAL CARS FLEET/NON-FLEET (LINES 13 THRU 16)										17
18		415K									18
19		416K									19
20		417K									20
21		418K									21
22	N	419K									22
23	O	420K									23
24	N	421K									24
25		422K									25
26	F	423K									26
27	L	424K									27
28	E	425K									28
29	E	426K									29
30		427K									30
31	T	428K									31
32		429K									32
33		430K									33
34		431K									34
35		432K									35
36	TOTAL TRUCKS NON-FLEET (LINES 18 THRU 35)										36
37	F	433K									37
38	L	434K									38
39	T	435K	70	1758456	103276	1475	339	8304132	403712	1191	39
40	TOTAL TRUCKS FLEET/NON-FLEET (LINES 36 THRU 39)		70	1758456	103276	1475	339	8304132	403712	1191	40
41	FINANCE & INSURANCE AND PROTECTION PLANS	445K									41
42	ACCESSORIES	457K									42
43	FLEET & COMMERCIAL GROSS (LINES 17, 40 THRU 42)		70	1758456	103276	1475	339	8304132	403712	1191	43
44						% GROSS				% GROSS	44
45	VARIABLE EXPENSE	637K									45
46	PERSONNEL EXPENSE	638K									46
47	SEMI-FIXED EXPENSE	639K									47
48	*MEMO* ADVERTISING	640K									48
49	RENT & RENT EQUIVALENT	641K									49
50	FIXED EXPENSES	642K									50
51	TOTAL EXPENSES (LINES 45 THRU 47 & 50)										51
52	FLEET & COMMERCIAL OPERATING PROFIT (LINES 43 & 51)		70	1758456	103276	1475	339	8304132	403712	1191	52
						PNUS				PNUS	

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LN NO	VARIABLE OPERATIONS CONTINUED	ACC. NO.	MONTH				YEAR-TO-DATE				LN NO
			UNITS SOLD	SALES	GROSS PROFIT	P.U.U.S.	UNITS SOLD	SALES	GROSS PROFIT	P.U.U.S.	
1	USED CARS RETAIL - GM CERT / CARBRAVO	446A									1
2	USED CARS RETAIL - OTHER	446B	5	157576	5172	1034	15	458163	6095	406	2
3	*MEMO* RECON. PER - CAR RETAIL		CERTIFIED →		OTHER →	2169	CERTIFIED →		OTHER →	2470	3
4	USED TRUCKS RETAIL - GM CERT / CARBRAVO	450A	31	1135182	50479	1628	125	4351836	134184	1073	4
5	USED TRUCKS RETAIL - OTHER	450B	7	322229	17867	2552	55	2385503	107373	1952	5
6	*MEMO* RECON. PER - TRUCK RETAIL		CERTIFIED →	1230	OTHER →	782	CERTIFIED →	1408	OTHER →	1446	6
7	TOTAL USED RETAIL (LINES 1, 2, 4, 5)		43	1614987	73518	1710	195	7195502	247652	1270	7
8	USED CARS WHOLESALE	448	5	94278	2412	482	26	474503	1739	67	8
9	USED TO NEW - CAR RETAIL RATIO	649	1.7 :1	ADJ. USED CAR INV. (0.7 :1	ADJ. USED CAR INV. (9
10	USED TRUCKS WHOLESALE	452	30	579783	22423	747	156	3449473	116009	744	10
11	USED TO NEW - TRUCK RETAIL RATIO	653	0.7 :1	ADJ. USED TRK. INV. (113		0.7 :1	ADJ. USED TRK. INV. (2305		11
12	TOTAL USED WHOLESALE & ADJUSTMENT (LINES 8 THRU 11)		35	674061	24722	706	182	3923976	115443	634	12
13	USED OTHER AUTOMOTIVE	456									13
14	TOTAL USED VEHICLE (PUVR) (LINES 7, 12, 13)		78	2289048	98240	1259	377	11119478	363095	963	14
15	TOTAL NEW & USED (PVR) (LINE 14, PAGE 7 LINE 78)		204	6904422	394923	1936	1001	33742543	1768428	1767	15
16	TOTAL FINANCE & INSURANCE AND PROTECTION PLANS			359917	162309	1639		1662523	762785	1589	16
17	TOTAL VARIABLE LEASE & RENTAL					PVR				PVR	17
18	TOTAL VARIABLE (LINES 15 THRU 17)			7264339	557232	5629		35405066	2531213	5273	18
19											19
20	FIXED OPERATIONS	ACC. NO.	R.O. COUNTS	SALES	GROSS PROFIT	% SALES	R.O. COUNTS	SALES	GROSS PROFIT	% SALES	20
21	CUSTOMER LABOR CARS & LIGHT DUTY TRUCKS	460A	453	166706	129753	7783	2156	773462	588682	7611	21
22	SERV/CONTRACT LABOR CARS & LIGHT DUTY TRUCKS	460B									22
23	C/SERVICE LABOR CARS & LIGHT DUTY TRUCKS	460C									23
24	CUSTOMER LABOR COM. FLEET & MED. DUTY TRUCKS	461A									24
25	SERV/CONTRACT LAB COM. FLEET & MED. DUTY TRUCKS	461B									25
26	C/SERVICE LABOR COM. FLEET & MED. DUTY TRUCKS	461C									26
27	WARRANTY CLAIM LABOR	462	336	87328	70403	8062	1425	426026	344845	8094	27
28	INTERNAL LABOR	463	291	85183	68852	8083	1342	381802	308582	8082	28
29	NEW VEHICLE INSPECTION LABOR	464									29
30	ADJUSTMENT COST OF LABOR SALES	665			3133				6996		30
31	SUB-TOTAL (LINES 21 THRU 30)			339217	265875	7838		1581290	1235113	7811	31
32	SHOP SUPPLIES	469									32
33	SUBLET REPAIRS	466		14826	4697	3168		68027	20604	3029	33
34	TOTAL MECHANICAL (LINES 31 THRU 33)		1080	354043	270572	7642	4923	1649317	1255717	7614	34
35	CUSTOMER PAINT LABOR	470									35
36	CUSTOMER BODY LABOR	471									36
37	WARRANTY CLAIM LABOR	472									37
38	INTERNAL LABOR	473									38
39	ADJUSTMENT COST OF LABOR SALES	675									39
40	SUB-TOTAL (LINES 35 THRU 39)										40
41	SUBLET REPAIRS	476									41
42	PAINT & SHOP MATERIALS	479									42
43	TOTAL BODY SHOP (LINES 40 THRU 42)										43
44	TOTAL SERVICE DEPT. (LINES 34, 43)		1080	354043	270572	7642	4923	1649317	1255717	7614	44
45	WARRANTY CLAIMS	480		69154	34651	5011		446159	223124	5001	45
46	PARTS CARS & LIGHT DUTY TRUCKS R.O.	467		139342	49144	3527		622942	248603	3991	46
47	PARTS COM. FLEET & MEDIUM DUTY TRUCKS R.O.	468									47
48	PARTS QUICK SERVICE R.O.	478		-989	-685	6926		462	80	1732	48
49	BODY CUSTOMER R.O.	477									49
50	INTERNAL	481		32599	13263	4069		131968	42176	3196	50
51	COUNTER - RETAIL	482		34429	11100	3224		165756	55835	3369	51
52	WHOLESALE	483		60401	12621	2090		239104	57031	2385	52
53	ACCESSORIES	484									53
54	PURCHASE ALLOWANCES	687			8678				52088		54
55	ADJUSTMENT - PARTS & ACCESSORIES INVENTORY	688			391				-2576		55
56	TOTAL PARTS & ACCESSORIES (LINES 45 THRU 55)			334936	129163	3856		1606391	676361	4210	56
57	TIRES	490		22093	2919	1321		79180	9912	1252	57
58	GAS, OIL & GREASE	491		786	365	4644		3331	1324	3975	58
59	MISCELLANEOUS	492									59
60	TOTAL OTHER (LINES 57 THRU 59)			22879	3284	1435		82511	11236	1362	60
61	TOTAL PARTS & ACCESSORIES DEPT. (LINES 56, 60)			357815	132447	3702		1688902	687597	4071	61
62	TOTAL FIXED (LINES 44, 61)		490	711858	403019	5662	544	3338219	1943314	5821	62
63	TOTAL ALL DEPARTMENTS (LINES 18, 62)			7976197	960251	1204		38743285	4474527	1155	63

