





LINE	NAME OF ACCOUNT	B. USED VEHICLE DEPT. C. SERVICE DEPT.			D. P & A DEPT.			E. BODY SHOP DEPT.		
		ACCT	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	SALES		574986	1886031	77991	321893	99545	421360	59939	209327
2	GROSS		83126	305042	52266	217339	34532	139083	35648	124765
3	GROSS % SALES		14.46	16.17	67.02	67.52	34.69	33.01	59.47	59.60
4										
5	COMP & INCENTIVE-SLSPeOPLE	11	26274	90482						
6	INTEREST - FLOORPLAN	15	688	1507						
7	FLOOR PLAN ASSISTANCE	29								
8	COMP FR&SERVICE CONTRACTS	13	3836	14209						
9	DELIVERY EXPENSE	12	147	939						
10	CUSTOMER RELATIONS ADJUSTMENT	14	175	770						
11	DEMONSTRATOR EXPENSE	16								
12	ADVERTISING - ASSOCIATION	32								
13	ADVERTISING - NVD & UVD	19	4114	16051						
14	INTERNET ADVERTISING-NEW & USED	30	3798	151573						
15	ADVERTISING REBATES	31 (	) (							
16	TTL SELLING EXP (LNS 5 TO 15)		39032	139531						
17	SALARIES - OWNERS	20	3506	13334	2871	13190	1914	8794	1640	7537
18	SALARIES - SUPERVISION	21	3127	7616	8443	32479	4588	21832	7592	28401
19	COMPENSATION - ADVISORS, WHOLESAL, CTR	35			10938	38798	5694	19184		
20	COMPENSATION - EXPRESS SERVICE	36								
21	SALARIES - CLERICAL	22	1437	6144	2319	7157	1546	4772	1325	4090
22	OTHER SALARIES & WAGES	23	3408	15601	2225	12294	2060	11358	1405	4235
23	TAXES - PAYROLL	27	4063	13273	4392	17403	1635	6526	2450	9724
24	EMPLOYEE BENFTS/PENSION FUND	28	1289	4299	1545	7133	646	2508	1124	4430
25	ABSENTEE COMPENSATION	24	1542		676	6630	204	1262	425	2347
26	TTL PERSONNEL EXP (LNS 17 TO 25)		16830	61809	33409	135084	18287	76236	15961	60764
27	COMPANY VEHICLE EXPENSE	51	1106	5426	300	1011	160	658	267	2393
28	OFFICE SUPPLIES	60	222	2659	792	3792	211	1462	171	672
29	OTHER SUPPLIES	61	272	1484	833	- 57	110	581	551	576
30	ADVERTISING - SVC. P&A & B S DEPT	49			1125	2505	382	1940	2428	8643
31	INTERNET ADV-SVC.BODY, P&A	34			1676	2553	765	4951		
32	ADVERTISING REBATES SVC.BODY,P&A	33			(	6949	346	1604	(	
33	BAD DEBT	69			381					
34	CONTRIBUTIONS	66		50						
35	POLICY WORK-SVC, P&A & BS DEPT	67			241	3133	41	-225	30	410
36	OUTSIDE SERVICES	68	4054	16241	705	4583	883	3346	621	1965
37	LAUNDRY & UNIFORMS	62			295	1150	-10	-40	100	458
38	TRAVEL & ENTERTAINMENT	70	73	446	108	720	52	123	19	83
39	MEMBERSHIP, DUES & PUBLICATIONS	71	41	704	50	758		413		357
40	LEGAL & AUDITING	72	300	1200	315	1260	210	840	180	720
41	TELEPHONE	74	291	1261	305	1253	204	753	295	1060
42	FREIGHT & EXPRESS/POSTAGE	76	141	4191	42	143	1187	3879	24	72
43	TRAINING	50		178	722	4631	500	1799		
44	DATA PROCESSING	77	811	2678	1125	4054	1338	4284	178	711
45	MISCELLANEOUS	78	128	510	16	63	18	72	160	638
46	TTL OPERATING EXP (LNS 27 TO 45)		7439	37028	8269	33395	5705	23232	5024	18758
47	RENT / LEASE	80	2400	9600	3960	15840	1680	6720	6500	26000
48	AMORTIZATION - LEASEHOLDS	81								
49	REPAIRS - REAL ESTATE	82	100	2264	319	4396	70	2858		1897
50	DEPRECIATION - BLDGS & IMP	83								
51	TAXES - REAL ESTATE	84								
52	INSURANCE - BLDGS & IMP	85	228	913	261	1044	196	783	261	1044
53	INTEREST-REAL ESTATE MORTGAGE	86								
54	HEAT, LIGHT, POWER & WATER	87	509	2237	830	3645	357	1566	930	3708
55	INS OTHER THAN BLDGS & IMP	88	951	3804	1200	4801	777	3108	904	3617
56	TAXES OTH THAN REAL ESTATE, INC.& PAYROLL	89		560		588		392		336
57	OTHER INTEREST	93	475	1788	499	1878	333	1252	285	1073
58	DEP OTH THAN BLDGS&IMP	91	1190	4761	1936	7742	829	3314	689	2757
59	EQUIPMENT REPAIRS & RENTALS	94	26	383	1320	4923	18	864		38
60	TOTAL OVERHEAD EXP (LNS 47 TO 59)		5879	26310	10325	44857	4260	20857	9569	40470
61	TOTAL EXPENSES (LNS 16,26,46,60)		69180	264678	52003	213336	28252	120325	30554	119992
62	OPR PROFIT / (LOSS) (LN 2-LN 61)		13946	40364	263	4003	6280	18758	5094	4773
63	ACCOUNT NAME	ACCT	CURRENT MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT	CURRENT MONTH	YEAR TO DATE		
64	CASH DISCOUNT EARNED	802	405	1611	CASH DISCOUNT ALLOWED	852				
65	INTEREST EARNED	801			CASUALTY LOSSES	854				
66	SUBARU SSLP INCOME	811	1880	8826	SUBARU SSLP EXP	860	2353		7739	
67	LEASE & RENTAL - OTHER	809			LEASE & RENTAL	859				
68	OTHER INCOME - SUBARU	810	57602	226057	OTHER - SUBARU	857				
69	OTHER INCOME - NON SUBARU	805	4864	14369	OTHER NON-SUBARU	855		9294		21784
70	DOC & ADMIN FEES-NEW VEH	803	21956	86826	DOC & ADMIN DEDUCTIONS	853				
71	DOC & ADMIN FEES-USED VEH	804	17465	59880						
72	RESERVE & HOLDBACK	807			L.I.F.O. ADJUSTMENT	856				
73	L.I.F.O. ADJUSTMENT	806			TTL ADDITIONS & DEDUCTIONS		92525		368046	

LINE	CURRENT MONTH			NEW & USED DEPT			YEAR TO DATE		
	UNITS SOLD	SALES	GROSS PROFIT	UNITS SOLD	SALES	GROSS PROFIT	UNITS SOLD	SALES	GROSS PROFIT
1	5	151461	9518	1903	416	1119764	36	1119764	53839
2	2	56511	1113	556	406	257290	8	257290	8426
3	2	47850	1554	777	408	191769	8	191769	7279
4	1	30021	629	629	409	172070	6	172070	4843
5	21	739317	42694	2033	411	2604176	76	2604176	121746
6	1	36734	3685	3685	419	36734	1	36734	3685
7	8	208119	6502	812	443	694103	26	694103	25117
8					400				966
9									
10					6011				
11	40	1270013	65695	1642		5075906	161	5075906	224935
12					415				1397
13	40	1270013	65695	1642		5075906	161	5075906	224935
14	32		12003	375	471A		123		45674
15					472A				371
16	25	43626	22116	884	473A	167878	107	167878	79749
17					474A				745
18	6	3607	2294	382	478A	13765	20	13765	9295
19			2724		476A				464
20	11	9445	5316	483	477A	38807	45	38807	6239
21		56678	39005	975		220450		220450	151796
22	28	132691	104700	3739		5296356	127	5296356	376731
23	4	80336	1574	393	423	290581	13	290581	8851
24					422				680
25	2	1807	1807	451	426	8187	10	8187	8187
26	4	82143	3381	845		298768	13	298768	17038
27	32	140834	108081	3377		5595124	140	5595124	393769
28	4	97587	6029	1507	4128	605274	25	605274	49519
29		(Memo)	(2883)		636	(Memo)		(Memo)	12566
30	4	49256	9626	2406	4122	169417	15	169417	34525
31		(Memo)	(3161)		638	(Memo)		(Memo)	8082
32	27	378676	52135	1930	440	986167	81	986167	160991
33		(Memo)	(13211)		631	(Memo)		(Memo)	27606
34	35	525519	67790	1936		1760858	121	1760858	245035
35	8	33955	1915	239	433	65805	16	65805	9431
36					634				589
37	35	559474	69705	1991		1826663	121	1826663	254466
38	11		6134	557	471B		45		21773
39					472B				483
40	7	9020	4857	693	473B	31717	26	31717	16171
41	2	4102	1501	750	474B	14131	7	14131	5474
42	2	1590	1182	591	478B	8700	15	8700	11825
43			800		476B				580
44	1	800	547	547	477B	1695	2	1695	1189
45		15512	13421	383		59368		59368	50576
46	31	574986	83126	2681		1886031	105	1886031	305042
47									2905

MEMO SECTION

LEASING

#	MONTH			YEAR TO DATE		
	SALES	GP	GP PER UNIT	SALES	GP	GP PER UNIT
NEW - SUBARU	98146	2835	945	481964	21496	1264
NEW - OTHER			17			

OPERATING SUMMARY

MONTH	TOTAL EXP.			OPER. INC.			TOTAL EXP.		
	(PAGE 2.3.LN61)	(PAGE 2.3.LN62)	(PAGE 2.3.LN61)	(PAGE 2.3.LN2)	(PAGE 2.3.LN61)	(PAGE 2.3.LN62)	(PAGE 2.3.LN61)	(PAGE 2.3.LN62)	(PAGE 2.3.LN62)
NEW VEHICLE DEPARTMENT	108081	108090	-9	393769	463776	-70007			
USED VEHICLE DEPARTMENT	83126	69180	13946	305042	264678	40364			
SERVICE DEPARTMENT	52266	52003	263	217339	213336	4003			
PARTS & ACCESSORIES DEPARTMENT	34532	28252	6280	139083	120325	18758			
BODY SHOP DEPARTMENT	35648	30554	5094	124765	119992	4773			

PERSONNEL SUMMARY

POSITION	NEW	SUB	NEW OTHER	USED	SERV	EXP SERV	P&A	BODY	TOTAL
OWNERS	100								100
MANAGEMENT	300		200	100	100		100	100	900
SALESPEOPLE	400		100	300	300		200		1300
TECHNICIANS					700			1000	1700
CLERICAL	100		100	100	100		100	100	500
OTHER	200						100		300
TOTAL	1100		300	500	1200		500	1200	4800
Hired Y.T.D.	500		200	300	400		100	300	1800
Term Y.T.D.	200			200				300	700

