

DEALERSHIP FINANCIAL STATEMENT

**AUDIT RULES  
ERROR & WARNING CODES**

FOR

**FORD DIVISION  
LINCOLN DIVISION  
FORD OF CANADA  
FORD OF MEXICO**

**2024**

**EDITION**

THE INFORMATION CONTAINED WITHIN THIS GUIDE IS FOR USE BY  
DEALERSHIPS UTILIZING ELECTRONIC SUBMISSION SOFTWARE  
FOR FINANCIAL STATEMENT REPORTING

(EFFECTIVE WITH JANUARY, 2024 DATA)

BUSINESS MANAGEMENT DEPARTMENT

## Changes Page 1

### Revised :

- B-16 SS 1 Used car FBA GOLD/FBA EV/LINCOLN CPO VEHICLES inventory dollars Bucket 301 and zero unit inventory Bucket 110 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter Used car unit count or show dollars amount if units are shown.
- B-19 SS 1 Used SUV/Truck FBA GOLD/FBA EV/LINCOLN CPO VEHICLES Vehicles (Franchise Only) inventory dollars Bucket 302 and zero unit inventory Bucket 111 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter Used SUV/Truck unit count or show dollars amount if units are shown.
- B-58 W 1 Used Car FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only) inventory dollars Bucket 301 divided by units Bucket 110 is less than \$50 or more than \$50,000. Verify unit count and inventory dollar amount.
- B-59 W 1 Used SUV/Truck FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only) inventory dollars Bucket 302 divided by units Bucket 111 is less than \$50 or more than \$50,000. Verify unit count and inventory dollar amount.
- J14 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED CARS FBA GOLD/FBA EV/LINCOLN CPO. BUCKET 301 SHOWING MUST SHOW A DEBIT BALANCE.
- J15 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED SUV/TRUCKS FBA GOLD/FBA EV/LINCOLN CPO. LESS THAN ZERO. BUCKET 302 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J57 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE FBA GOLD/FBA EV/LINCOLN CPO VEHICLES FRANCHISE ONLY. BUCKET 401 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- B44 W 1 FBA GOLD/FBA EV/LINCOLN CPO VEHICLES (FRANCHISE ONLY) NOTES PAYABLE UNREASONABLE IN RELATION TO USED VEHICLE INVENTORY BUCKET 401 EXCEEDS 150% OF THE SUM OF BUCKETS 301 PLUS 302

2024		FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT										2024					
P&A CODE 0129		G14				DEALER				REC'D 0131							
PERIOD OF 0130		G10				ADDRESS				SALES CODE							
MONTH ENDED		CITY STATE ZIP CODE				0132											
ASSETS					BALANCE SHEET					LIABILITIES							
1	CASH	ON HAND IN BANK			X	0001	J01				NEW VEHICLES & DEMOS		X	0201	J51		
2		MONEY MARKET/DEPOSIT			X	0002	J02				USED VEHICLES - NON CERTIFIED		0202	J52	B42		
3	FINANCE CONTRACTS	NEW			X	0003	J03				FBA GOLD/FBA EV/LINCOLN CPO VEHICLES		0401	J57	B44		
4		USED			X	0004	J04				FBA BLUE VEHICLES		0203	J53	B43		
5	MARKETABLE SECURITIES				X	0005	J05				RECREATION VEHICLES		0204	J54			
6	NOTES RECEIVABLE					0050	B75	B01	0006	J06	OTHER - SHORT TERM		0205	J55			
7	Discounted Notes Receivable (NON US)					0051	G21	G20	0007	J07	LONG TERM - CURRENT PORTION		0206	J56			
8	ACCOUNTS RECEIVABLE	VEHICLE			P A S T	0052	B76	B02	X	0008	J08	OVERDRAFT/LINES OF CREDIT (LINE OF CREDIT LIMT)		0208	X	0209	J59
9		PARTS SERVICE BODY				0053	B77	B03		0009	J09	ACCOUNTS PAYABLE		0210			J60
10		OTHER				0054		B04		0010	J10	ACCOUNTS PAYABLE - CUSTOMER SALES TAX		0403			J97
11		INCOME TAX REFUND								0015	J16	INCOME TAXES		0211			J61
12	W&P CLAIMS					0011	J11				CUSTOMER DEPOSITS		X	0212	J62		
13	VEHICLE HOLDBACK				X	0012	J12				ACCOMMODATIONS-SVC CONTRACTS/REP REFUND		X	0213	J63		
14	INCENTIVES					0013	J13				TAXES		0214	J64			
15	Lincoln Support	0063	B27	Ford Support	0064	B28	CSR (FoC)	0065	B29	0014	J14	PAYROLL & BONUSES		0215	J65		
16	JOBBER INCENTIVES/ESP/FLOOR PLAN ASSISTANCE/OTHER					0017	J17				PROFIT SHARING (NON US)		0216	J66	G23		
17	FINANCE RECEIVABLE CURRENT					0019	J19				OTHER		0217	J67			
18	ALLOWANCE - DOUBTFUL RECEIVABLE					0020	J20				DEFERRED INTEREST INCOME (CURR PORTION - NON US)		0218	J68	G24		
19	CARS	0080	FORD	0081	LINC	B05	0082	OTHER	X	0021	J21	B20	TOTAL CURRENT LIABILITIES		0219	B35	
20	SUV	0310	FORD	0311	LINC	B90	0312	OTHER	X	0013	J18	B91	NEW		0220		
21	TRUCKS	0083	FORD	0084	LINC	B06	0085	OTHER	X	0022	J22	B21	VEHICLE EQUITY		USED	0221	
22	DEMO	0086	FORD	0087	LINC	B07	0088	OTHER	X	0023	J23	B22	NET CASH		X		
23	NON CERTIFIED	CARS	0089	B08	60 DAYS	0090	B09		0024	J24	B23	AVERAGE MONTH TOTAL EXPENSES				NET CASH	
24	SUV/TRUCKS	0091	B10	0092	B11		0025	J25	B24	NET CASH OVER (UNDER)							
25	FBA GOLD/FBA EV/LINCOLN CPO	CARS	0110	B16		0301	J14	B58	LONG TERM LIABILITIES		MORTGAGES PAYABLE		0225	J75			
26	SUV/TRUCKS	0111	B19		0302	J15	B59	NOTES PAYABLE		OFFICERS & OWNERS		0226	J76				
27	FBA BLUE VEHICLES	CARS	0093	B12	60 DAYS	0095	B13		0026	J26	B25	FORD		0227	J77		
28	SUV/TRUCKS	0094	B14	0096	B15		0027	J27	B26	OTHER		0228	J78				
29	PARTS INV	FOMOCO			0098	J28	B49	LEASED VEHICLES		0229	J79	RENTAL VEHICLES		0230	J80		
30	ALLOWANCE - PARTS INVENTORY ADJUSTMENT					0029	J29	ESTIMATED LIABILITY-REPOSSESSION PURCHASE LOSS		0231	J81						
31	OTHER INVENTORIES	MEMO: WORK IN PROCESS			0030	J30	OTHER LIABILITIES		0232	J82							
32	LIFO INVENTORY	NEW '0100			0031	J31	TOTAL LIABILITIES		0233	B37							
33	RESERVE	PARTS			0032	J32	NETWORTH										
34	PREPAID EXPENSES				0033	J33	CORPORATION		CAPITAL STOCK		0234	J84					
35	TOTAL CURRENT ASSETS				0034	B31	CAPITAL IN EXCESS OF STOCK PAR VALUE		0236	J86							
36	LEASED VEHICLES NET	UNITS: CAR '0102	SUV/TRUCK '0103		0035	J35	RETAINED EARNINGS		0235								
37	RENTAL VEHICLES NET				0036	J36	TREASURY STOCK		0237								
38	LAND AND IMPROVEMENTS NET				0037	J37	FIXED ASSET REVALUATION (NON US)		0238	J88	G27						
39	BUILDINGS	COST			0038	J38	SUB S		DIVIDENDS DECLARED		(	0239	J89				
40		DEPRECIATION			(	0039	J39	PARTNERS' OR		INVESTMENT		0240	J90				
41	EQUIPMENT	COST			0040	J40	PROPRIETOR'S		DRAWING		(	0241	J91				
42		DEPRECIATION			(	0041	J41	NET INVESTMENT		0242	B39						
43	LEASEHOLDS	COST			0042	J42	NET PROFIT - AFTER INCOME TAX - YTD		0243								
44		AMORTIZED			(	0043	J43	NET WORTH		0244							
45	FINANCE RECEIVABLES DEFERRED NET				0044	J44	TOTAL LIABILITIES & NET WORTH		0245	B40	B41						
46	RECEIVABLES - OFFICER & EMPLOYEES				0045	J45	RETURN ON INVESTMENT - ROI										
47	CASH VALUE - LIFE INSURANCE				0046	J46	WORKING CAPITAL										
48	OTHER ASSETS - NET				0047	J47	ACTUAL										
49	TOTAL ASSETS				0048	B34	B41	RECOMMENDED MNIMUM/OR GUIDE									
50	FROZEN CAPITAL	USED VEHICLE INVENTORY				ACTUAL OVER(UNDER)											
51	(negative amount - no frozen capital for dealership)	PARTS INVENTORY				ACCOUNTS RECEIVABLE AGING											
52		PSB RECEIVABLES				CURRENT		31-60	61-90	91+							
53	OPERATING ANALYSIS	MONTH	YTD	MONTH	YTD	VEH ACCTS	0500	B71	0507	B71	0514	B71	0521	B71			
54	SALES	% TOTAL SALES				PARTS ACCTS	0501	B72	0508	B72	0515	B72	0522	B72			
55	GROSS					SERVICE ACCT	0502	B72	0509	B72	0516	B72	0523	B72			
56	EXPENSE					BODY ACCTS	0503	B72	0510	B72	0517	B72	0524	B72			
57	OPERATING PROFIT					WARR REC	0504	B73	0511	B73	0518	B73	0525	B73			
58	ADDDED TO INCOME - BONUSES					FORD INCENT	0505	B74	0512	B74	0519	B74	0526	B74			
59	PROFIT BEFORE INCOME TAX					NOTES REC	0506	B70	0513	B70	0520	B70	0527	B70			

RED HILIGHTED AREAS WILL STOP STATEMENT FROM BEING SUBMITTED



more than 60 day stock. Check to see that total unit inventory includes 60 day units (memo only).

- B-10 SS 1 Used SUV/Truck - Non certified inventory dollars Bucket 25 and zero unit inventory Bucket 91 or Vice Versa. MUST show unit count if dollar inventory amount shows or show dollar amount if units are shown. MJST Enter Used SUV/Truck unit count or dollars.
- B-11 SS 1 60 day used SUV/Truck unit inventory Bucket 92 exceeds total unit inventory Bucket 91. Used SUV/Truck unit total MUST be more than 60 day stock. Check to see that total unit inventory includes 60 day units (memo only).
- B-16 SS 1 **Used car FBA GOLD/FBA EV/LINCOLN CPO VEHICLES** inventory dollars Bucket 301 and zero unit inventory Bucket 110 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter Used car unit count or show dollars amount if units are shown.
- B-19 SS 1 **Used SUV/Truck FBA GOLD/FBA EV/LINCOLN CPO VEHICLES** Vehicles (Franchise Only) inventory dollars Bucket 302 and zero unit inventory Bucket 111 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter Used SUV/Truck unit count or show dollars amount if units are shown.
- B-12 SS 1 Used FBA BLUE car inventory dollars Bucket 26 and zero unit inventory Bucket 93 or Vice Versa. MUST show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter Used FBA BLUE car unit count or dollars.
- B-13 SS 1 60 day used FBA BLUE car unit inventory Bucket 95 exceeds total unit inventory Bucket 93. Used FBA BLUE car unit total MUST be more than 60 day stock. Check to see that total unit inventory includes 60 day units (memo only).
- B-14 SS 1 Used FBA BLUE SUV/Truck inventory dollars Bucket 27 and zero unit inventory Bucket 94 or Vice Versa. MUST show unit count if dollar inventory amount shows or show dollar amount if units are shown. . MUST Enter Used FBA BLUE SUV/Truck unit count or dollars.
- B-15 SS 1 60 day used FBA BLUE SUV/Truck unit inventory Bucket 96 exceeds total unit inventory Bucket 94. Used FBA BLUE SUV/Truck unit total MUST be more than 60 day stock. Check to see that total unit inventory includes 60 day units (memo only).
- B-20 W 1 New car inventory dollars Bucket 21 divided by total units Sum of Buckets 80, 81 and 82 is less than \$5,000 or more than \$80,000. Verify unit count and inventory dollar amount.
- B-91 W 1 New SUV inventory dollars Bucket 313 divided by total units Sum of Buckets 310, 311 and 312 is less than \$8,000 or more than \$80,000. Verify unit count and inventory dollar amount.
- B-21 W 1 New truck inventory dollars Bucket 22 divided by total units Sum of Buckets 83, 84 and 85 is less than \$8,000 or more than \$80,000. Verify unit count and inventory dollar amount.
- B-22 W 1 Demo inventory dollars Bucket 23 divided by units Sum of Buckets 86, 87 and 88 is less than \$5,000 or more than \$80,000. Verify unit count and inventory dollar amount.
- B-23 W 1 Used Car - Non Certified inventory dollars Bucket 24 divided by units Bucket 89 is less than \$50 or more than \$50,000. Verify unit count and inventory dollar amount.
- B-24 W 1 Used SUV/Truck - Non Certified inventory dollars Bucket 25 divided by units Bucket 91 is less than \$50 or more than \$50,000. Verify unit count and inventory dollar amount.
- B-58 W 1 **Used Car FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only)** inventory dollars Bucket 301 divided by units Bucket 110 is less than \$50 or more than \$50,000. Verify unit count and inventory dollar amount.
- B-59 W 1 **Used SUV/Truck FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only)** inventory dollars Bucket 302 divided by units Bucket 111 is less than \$50 or more than \$50,000. Verify unit count and inventory dollar amount.
- B-25 W 1 FBA BLUE used car inventory dollars Bucket 26 divided by units Bucket 93 is less than \$5,000 or more than \$35,000. Verify unit count and inventory dollar amount.
- B-26 W 1 FBA BLUE Used SUV/Truck inventory dollars Bucket 27 divided by units Bucket 94 is less than \$10,000 or more than \$40,000. Verify unit count and inventory dollar amount.
- B-27 SS 1 Receivable for Lincoln Support bucket 0063 has an invalid dollar amount posted, Lincoln Support has balance less than zero. Cannot enter negative numbers. Cannot submit without corrections
- B-28 SS 1 Receivable for Ford Support bucket 0064 has an invalid dollar amount posted. Ford Support has a balance less than zero. Cannot enter negative numbers. Dollars received Must be posted to Ford Support account 9440. Cannot submit without corrections
- B-29 SS 1 US dealers cannot use. Receivable for CSR (FoC) bucket 0065 has an invalid dollar amount posted. CSR (FoC) has a balance less than zero. Cannot enter negative numbers.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

**PAGE 1** AUDIT RULES

Dollars received Must be posted to Customer Service Recognition (FoC) account 9620.  
 Cannot submit without corrections

<b>B-31</b>	SS	1	TOTAL CURRENT ASSETS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 1	+ 8	+ 14	+ 23	+ 28	
				+ 2	+ 9	+ 17	+ 24	- 29	
				+ 3	+ 10	+ 19	+ 25	+ 30	
				+ 4	+ 15	- 20	+ 301	- 31	
				+ 5	+ 11	+ 21	+ 302	- 32	
				+ 6	+ 12	+ 313	+ 26	+ 33	
				- 7	+ 13	+ 22	+ 27		
									COMPARED TO BUCKET 34

<b>B-34</b>	SS	1	TOTAL ASSETS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 34	- 39	+ 44			
				+ 35	+ 40	+ 45			
				+ 36	- 41	+ 46			
				+ 37	+ 42	+ 47			
				+ 38	- 43				
									COMPARED TO BUCKET 48

<b>B-35</b>	SS	1	TOTAL CURRENT LIABILITIES OUT OF BALANCE (WITHIN +/- \$10)						
				+ 201	+ 205	+ 211	+ 216		
				+ 202	+ 206	+ 212	+ 217		
				+ 401	+ 209	+ 213	+ 218		
				+ 203	+ 210	+ 214			
				+ 204	+ 403	+ 215			
									COMPARED TO BUCKET 219

<b>B-37</b>	SS	1	TOTAL LIABILITIES OUT OF BALANCE (WITHIN +/- \$10)						
				+ 219	+ 229				
				+ 225	+ 230				
				+ 226	+ 231				
				+ 227	+ 232				
				+ 228					
									COMPARED TO BUCKET 233

<b>B39</b>	SS	1	NET INVESTMENT OUT OF BALANCE (WITHIN +/- \$10)						
				+ 234	+ 237	+ 240			
				+ 236	+ 238	- 241			
				+ 235	- 239				
									COMPARED TO BUCKET 242

<b>B40</b>	SS	1	TOTAL LIABILITIES AND NET WORTH OUT OF BALANCE (WITHIN +/- \$10)						
				+ 233	+ 242	+ 243			
									COMPARED TO BUCKET 245

**B41** SS 1 TOTAL ASSETS VERSUS TOTAL LIABILITIES AND NET WORTH OUT OF BALANCE MORE THAN \$100  
 BUCKET 48 COMPARED TO BUCKET 245 (+/- \$100)

**J01** SS 1 CANNOT SEND A CREDIT BALANCE FOR CASH ON HAND. BUCKET 1 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J02** SS 1 CANNOT SEND A CREDIT BALANCE FOR MONEY MARKET DEPOSITS. BUCKET 2 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J03** SS 1 CANNOT SEND A CREDIT BALANCE FOR FINANCE CONTRACTS NEW. BUCKET 3 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J04** SS 1 CANNOT SEND A CREDIT BALANCE FOR FINANCE CONTRACTS USED. BUCKET 4 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J05** SS 1 CANNOT SEND A CREDIT BALANCE FOR MARKETABLE SECURITIES. BUCKET 5 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J06** SS 1 CANNOT SEND A CREDIT BALANCE FOR NOTES RECEIVALBE. BUCKET 6 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J07** SS 1 CANNOT SEND A DEBIT BALANCE FOR DISCOUNTED NOTES RECEIVALBE (NON US). BUCKET 7 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.

**J08** SS 1 CANNOT SEND A CREDIT BALANCE FOR ACCOUNTS RECEIVABLE VEHICLE. BUCKET 8 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

**J09** SS 1 CANNOT SEND A CREDIT BALANCE FOR ACCOUNTS RECEIVABLE P, S, B. BUCKET 9 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

- J10 SS 1 CANNOT SEND A CREDIT BALANCE FOR ACCOUNTS RECEIVABLE OTHER. BUCKET 10 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J16 SS 1 CANNOT SEND A CREDIT BALANCE FOR ACCOUNTS RECEIVABLE INCOME TAX REFUND. BUCKET 15 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J11 SS 1 CANNOT SEND A CREDIT BALANCE FOR FORD RECEIVABLE W&P. BUCKET 11 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J12 SS 1 CANNOT SEND A CREDIT BALANCE FOR FORD RECEIVABLE VEHICLE HOLDBACK. BUCKET 12 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J13 SS 1 CANNOT SEND A CREDIT BALANCE FOR FORD RECEIVABLE INCENTIVES. BUCKET 13 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J17 SS 1 CANNOT SEND A CREDIT BALANCE FOR FORD RECEIVABLE JOBBER INCENTIVES/ESP/FLOOR PLAN ASSIST/OTHER. BUCKET 17 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J19 SS 1 CANNOT SEND A CREDIT BALANCE FOR FINANCE RECEIVALBE CURRENT. BUCKET 19 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J20 SS 1 CANNOT SEND A DEBIT BALANCE FOR ALLOWANCE DOUBTFUL RECEIVABLE. BUCKET 20 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J21 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - NEW CARS. BUCKET 21 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J18 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - NEW SUV. BUCKET 313 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J22 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - NEW TRUCKS. BUCKET 22 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J23 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - NEW DEMOS. BUCKET 23 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J24 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED CARS NON CERTIFIED. BUCKET 24 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J25 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED SUV/TRUCKS NON CERTIFIED. BUCKET 25 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J14 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED CARS FBA GOLD/FBA EV/LINCOLN CPO. BUCKET 301 SHOWING MUST SHOW A DEBIT BALANCE.
- J15 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED SUV/TRUCKS FBA GOLD/FBA EV/LINCOLN CPO. LESS THAN ZERO. BUCKET 302 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J26 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - FBA BLUE CARS. BUCKET 26 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J27 SS 1 CANNOT SEND A CREDIT BALANCE FOR INVENTORY - FBA BLUE SUV/TRUCKS. BUCKET 27 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J28 SS 1 CANNOT SEND A CREDIT BALANCE FOR PARTS INVENTORY. BUCKET 28 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J29 SS 1 CANNOT SEND A DEBIT BALANCE FOR ALLOWANCE - PARTS INVENTORY ADJ. BUCKET 29 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J30 SS 1 CANNOT SEND A CREDIT BALANCE FOR OTHER INVENTORIES. BUCKET 30 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J31 SS 1 CANNOT SEND A DEBIT BALANCE FOR LIFO INVENTORY RESERVE NEW & USED. BUCKET 31 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J32 SS 1 CANNOT SEND A DEBIT BALANCE FOR LIFO INVENTORY RESERVE PARTS BUCKET 32 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J33 SS 1 CANNOT SEND A CREDIT BALANCE FOR PREPAID EXPENSES. BUCKET 33 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J35 SS 1 CANNOT SEND A CREDIT BALANCE FOR LEASED VEHICLES NET. BUCKET 35 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
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- J36 SS 1 CANNOT SEND A CREDIT BALANCE FOR RENTAL VEHICLES NET. BUCKET 36 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J37 SS 1 CANNOT SEND A CREDIT BALANCE FOR LAND AND IMPROVEMENTS NET. BUCKET 37 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J38 SS 1 CANNOT SEND A CREDIT BALANCE FOR BUILDING COST. BUCKET 38 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J39 SS 1 CANNOT SEND A DEBIT BALANCE FOR BUILDING DEPRECIATION. BUCKET 39 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J40 SS 1 CANNOT SEND A CREDIT BALANCE FOR EQUIPMENT COST. BUCKET 40 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J41 SS 1 CANNOT SEND A DEBIT BALANCE FOR EQUIPMENT DEPRECIATION. BUCKET 41 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J42 SS 1 CANNOT SEND A CREDIT BALANCE FOR LEASEHOLDS COST. BUCKET 42 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J43 SS 1 CANNOT SEND A DEBIT BALANCE FOR LEASEHOLDS AMORTIZED. BUCKET 43 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J44 SS 1 CANNOT SEND A CREDIT BALANCE FOR FINANCE RECEIVABLES DEFERRED NET. BUCKET 44 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J45 SS 1 CANNOT SEND A CREDIT BALANCE FOR RECEIVABLES - OFFICERS AND EMPLOYEES. BUCKET 45 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J46 SS 1 CANNOT SEND A CREDIT BALANCE FOR CASH VALUE - LIFE INSURANCE. BUCKET 46 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J47 SS 1 CANNOT SEND A CREDIT BALANCE FOR OTHER ASSETS - NET. BUCKET 47 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J51 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE NEW VEHICLES & DEMOS. BUCKET 201 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J52 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE USED VEHICLES NON CERTIFIED. BUCKET 202 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J57 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE FBA GOLD/FBA EV/LINCOLN CPO VEHICLES FRAN ONLY. BUCKET 401 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J53 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE FBA BLUE VEHICLES. BUCKET 203 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J54 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE RECREATION VEHICLES. BUCKET 204 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J55 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE OTHER - SHORT TERM BUCKET 205 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J56 SS 1 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE LONG TERM- CURRENT PORTION. BUCKET 206 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J59 SS 1 CANNOT SEND A DEBIT BALANCE FOR OVERDRAFT/LINES OF CREDIT (LINE OF CREDIT LIMIT). BUCKET 209 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J60 SS 1 CANNOT SEND A DEBIT BALANCE FOR ACCOUNTS PAYABLE. BUCKET 210 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J97 SS 1 CANNOT SEND A DEBIT BALANCE FOR ACCOUNTS PAYABLE - CUSTOMER SALES TAX. BUCKET 403 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J61 SS 1 CANNOT SEND A DEBIT BALANCE FOR INCOME TAXES. BUCKET 211 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J62 SS 1 CANNOT SEND A DEBIT BALANCE FOR CUSTOMER DEPOSITS. BUCKET 212 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J63 SS 1 CANNOT SEND A DEBIT BALANCE FOR CUSTOMER ACCOM/CONTRACTS/REP REFUNDS. BUCKET 213 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**



- J64 SS 1 CANNOT SEND A DEBIT BALANCE FOR ACCRUED TAXES. BUCKET 214 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J65 SS 1 CANNOT SEND A DEBIT BALANCE FOR ACCRUED PAYROLL & BONUSES. BUCKET 215 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J66 SS 1 CANNOT SEND A DEBIT BALANCE FOR ACCRUED PROFIT SHARING (NON US). BUCKET 216 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J67 SS 2 CANNOT SEND A DEBIT BALANCE FOR ACCRUED OTHER. BUCKET 217 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J68 SS 2 CANNOT SEND A DEBIT BALANCE FOR ACCRUED DEFERRED INTEREST INCOME (NON US). BUCKET 218 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J75 SS 2 CANNOT SEND A DEBIT BALANCE FOR MORTGAGES PAYABLE. BUCKET 225 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J76 SS 2 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE - OFFICERS & OWNERS. BUCKET 226 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J77 SS 2 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE - FORD. BUCKET 227 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J78 SS 2 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE - OTHER. BUCKET 228 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J79 SS 3 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE - LEASED VEHICLES. BUCKET 229 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J80 SS 4 CANNOT SEND A DEBIT BALANCE FOR NOTES PAYABLE - RENTAL VEHICLES. BUCKET 230 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J81 SS 4 CANNOT SEND A DEBIT BALANCE FOR ESTIMATED LIABILITY - REPO PURCHASE LOSS. BUCKET 231 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J82 SS 4 CANNOT SEND A DEBIT BALANCE FOR OTHER LIABILITIES. BUCKET 232 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J84 SS 4 CANNOT SEND A DEBIT BALANCE FOR CAPITAL STOCK. BUCKET 234 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J86 SS 4 CANNOT SEND A DEBIT BALANCE FOR CAPITAL IN EXCESS OF STOCK PAR VALUE. BUCKET 236 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J88 SS 4 CANNOT SEND A DEBIT BALANCE FOR FIXED ASSET REVALUATION (NON US). BUCKET 238 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J89 SS 4 CANNOT SEND A CREDIT BALANCE FOR DIVIDENDS DECLARED. BUCKET 239 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- J90 SS 4 CANNOT SEND A DEBIT BALANCE FOR PARTNERS OR PROPRIETORS INVESTMENT. BUCKET 240 SHOWING LESS THAN ZERO. MUST SHOW A CREDIT BALANCE.
- J91 SS 4 CANNOT SEND A CREDIT BALANCE FOR PARTNERS & PROPRIETORS DRAWING. BUCKET 241 SHOWING LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
- B42 W 1 USED VEHICLE - NON CERTIFIED NOTES PAYABLE UNREASONABLE IN RELATION TO USED VEHICLE INVENTORY  
BUCKET 202 EXCEEDS 150% OF THE SUM OF BUCKETS 24 PLUS 25
- B44 W 1 **FBA GOLD/FBA EV/LINCOLN CPO** VEHICLES (FRANCISE ONLY) NOTES PAYABLE UNREASONABLE IN RELATION TO USED  
VEHICLE INVENTORY. BUCKET 401 EXCEEDS 150% OF THE SUM OF BUCKETS 301 PLUS 302
- B43 W 1 USED FBA BLUE NOTES PAYABLE UNREASONABLE IN RELATION TO USED VEHICLE  
FBA BLUE INVENTORY. BUCKET 203 EXCEEDS 150% OF THE SUM OF BUCKETS 26 PLUS 27
- B49 SS 1 Total Ford Parts Inventory bucket 0097 Plus Non Ford Parts Inventory bucket 0098 not equal to bucket 0028.
- B70 SS 1 Notes Receivable Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  

+ 506	+ 520
+ 513	+ 527

COMPARED TO BUCKET 6

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**



## Page 2 Changes

### Revised:

B18 SS 2 ADDITIONS AND DEDUCTIONS TO INCOME OUT OF BALANCE BUCKETS 1309, 1310, 1311, 1312, 1313, 1314, 1319  
MINUS 1315, 1316

COMPARED TO BUCKET 1317

LINE NO	DEALER		P&A CODE		SALES CODE		MONTH		PG2							
	OPERATING SUMMARY															
	OPERATING SUMMARY		DOLLARS		UNITS YTD			DEPARTMENT OPERATING SUMMARY								
		MONTH	YTD	CAR	SUV	TRUCK	NEW	USED	PARTS	SERVICE	BODY					
1	TOTAL SALES			N	N	N	M									
2				U	U	U	Y									
3	TOTAL GROSS			% TOTAL GROSS			M									
4				MONTH	YTD		Y									
5	TOTAL SELLING EXPENSE						M									
6							Y									
7	TOTAL SELLING/ADJUSTED SELLING GROSS						M									
8							Y									
9	TOTAL FIXED EXPENSE						M									
10							Y									
11	DEALER SALARY						M									
12							Y									
13	OPERATING PROFIT		1046				M									
14			<b>B45</b>				Y									
15	LEASED VEHICLE		1047													
16	RENTAL VEHICLE		1048													
17	RECREATIONAL VEHICLE		1049													
18																
19	OTHER INVENTORY INCOME		1051													
20	ADJ. TO INCOME		1052	<b>B17</b>												
21	FORD MOTOR COMPANY PROGRAMS		1053	<b>G81</b>												
22	INDEMNITIES NON US	( )	( 1054 )	<b>G28</b>												
23	BONUS DEALER		1055	<b>B46</b>												
24	EMPLOYEE		1056													
25	PROFIT BEFORE		1057	<b>B47</b>												
26	INCOME TAX			PNVS												
27	EST. INCOME TAX		1059			%TOTAL SALES										
28	PROFIT SHARING NON US		1060	<b>G32</b>												
29	COMBINED CAPITAL RESERVE		1061													
30	NET PROFIT AFTER TAX		1062													
31						PNVS										
32	TOTAL OVERHEAD EXP															
33	TOTAL P, S, BS GROSS															
34	NET OPERATING COST															
35	TOTAL	VEHICLE GROSS														
36		VAR. SALES EXP.														
37		VARIABLE GROSS														
38	BREAK-EVEN UNITS = N. O. C. / VAR. GROSS		MONTH			YTD										
39	+ DOC FEES + FOMOCO PROGRAMS PNUVR															
40																
41																
42																
43																
44																
45	OPERATING	NEW UNITS			USED UNITS RTL		TOTAL CAR/TRK INCL	SELLING/ADJUSTED*SELLING GROSS(000)			FIXED	OPT PFT	PFT BIT	NET PFT		
46	TREND ANALYSIS	CAR	SUV	TRUCK	CAR	SUV/TRUCK		NEW	USED	PARTS	SERVICE	BODY SHOP	EXP (000)	(000)	(000)	PNVS
47	JANUARY															
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															
60	PRIOR YTD															

ADJUSTMENTS	MONTH	YTD
ADDITIONS		
CASH DISC. EARNED		1309
INTEREST INCOME		1310
DIVIDEND INCOME		1311
SALES FIXED ASSETS		1312
OTHER		1313
DOCUMENTATION FEES		1314
<b>PUBLIC CHARGING</b>		1319
DEDUCTIONS		
CASH DISCOUNT		1315
OTHER		1316
<b>TOTAL (Line 20)</b>	<b>B18</b>	1317
<b>FORD MOTOR COMPANY PROGRAMS</b>		
Lincoln Support		1414
Ford Support		1415
Ad Standards		1419
Customer Satisfaction Recognition (FoC)		1416
<b>TOTAL (Line 21)</b>	<b>G81</b>	1423
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	MONTH	YTD
(BENCHMARK IS 85% -- 100%)	%	%
<b>NON-US DEALER ADJUSTMENTS (MEMO)</b>		
EXCHANGE RATE ADJUSTMENT		1443
MONETARY ADJUSTMENT	( )	( 1444 )
	MONTH	YTD
TOTAL PAYROLL		1445

- G28 SS 2 INDEMNITIES (NON US) BUCKET 1054 HAS INVALID VALUE. BUCKET 1054 NOT EQUAL OUSA DEALERS CANNOT U
- G32 SS 2 PROFIT SHARING (NON US) Bucket 1060 HAS INVALID VALUE BUCKET 1060 NOT EQUAL TO O USA DEALERS CANNOT USE
- G81 SS 2 FORD MOTOR COMPANY SUPPORT SUMOF BUCKETS 1414, 1415, 1419, 1416 ARE NOT EQUAL TO BUCKET 1053
- Z85 SS 2 EXCHANGE RATE ADJUSTMENT (NON US) BUCKET 1443 HAS INVALID VALUE. BUCKET 1443 NOT EQUAL OUSA DEALERS CANNOT USE
- Z95 SS 2 MONETARY ADJUSTMENT (NON US) BUCKET 1444 HAS INVALID VALUE. BUCKET 1444 NOT EQUAL O USA DEALERS CANNOT USE
- B17 SS 2 ADDITIONS TO INCOME OUT OF BALANCE  
BUCKET 1052 NOT EQUAL TO BUCKET 1317
- B18 SS 2 ADDITIONS AND DEDUCTIONS TO INCOME OUT OF BALANCE BUCKETS 1309, 1310, 1311, 1312, 1313, 1314, 1319  
MINUS 1315, 1316  
COMPARED TO BUCKET 1317
- B30 SS 2 ADJUSTMENTS TO INCOME DEDUCTIONS BUCKETS 1315 OR 1316 ARE LESS THAN ZERO. CAN'T POST DEDUCTIC TO INCOME AS AN ADDITION TO INCOME. REVIEW THE AMOUNT POSTED AND MOVE TO THE PROPER ACCOUNT (THIS ACCOUNT IS A REDUCTION TO INCOME NOT AN ADDITION TO INCOME.)
- B45 W 2 OPERATING PROFIT CARRY-FORWARD INACCURATE WITHIN \$10  
BUCKET 1046 NOT EQUAL TO BUCKET 6055
- B46 W 2 VALUE OF BONUSES QUESTIONABLE IN RELATION TO PROFITS  
BUCKET 1057 BLANK AND BUCKETS 1055 PLUS 1056 NOT EQUAL TO ZERO
- B47 SS 2 NET PROFIT BEFORE INCOME TAX OUT OF BALANCE (WITHIN +/- \$10)  

+ 1046	+ 1051	- 1054	
+ 1047	+ 1052	- 1055	
+ 1048	+ 1053	- 1056	
+ 1049			COMPARED TO BUCKET 1057
- B38 SS 2 CUSTOMER SERVICE RECOGNITION (FoC) BUCKET 1416 HAS INVALID VALUE.  
BUCKET 1416 NOT EQUAL OUSA DEALERS CANNOT USE
- B48 SS 2 TOTAL FORD MOTOR COMPANY SUPPORT OUT OF BALANCE  

+ 1414	+ 1419	
+ 1415	+ 1416	

COMPARED TO BUCKET 1423

**Changes Page 3SUV**

**NO CHANGES**

DEALER	P&A CODE				SALES CODE				MONTH		
	MONTH				NEW SUV				MONTH		
	SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL SUV				SALES	GROSS	
1			H17		EDGE	3044	E 35	A11	3046	A38	3047
2			C23		ESCAPE	3004	D50	N68	3006	V36	3007
3			C36		EXPLORER	3014	D51	N74	3016	V47	3017
4			C35		EXPEDITION	3024	D52	N73	3026	V46	3027
5			C34		BRONCO SPORT	3394	D53	N65	3396	X52	3397
6			CO2		BRONCO	3154	D56	N66	3156	X58	3157
7			C69		ECOSPORT	3104	D60	A81	3106	V82	3107
8			CO5		TBD FORD SUV #1	2174	D01	A08	2176	A62	2177
9			CO7		TERRITORY (MEXICO ONLY)	2184	D02	A61	2186	V14	2187
10			C26		FORD DISCONTINUED SUV	2194	D03	A84	2196	V17	2197
11					<b>TOTAL FORD RETAIL SUV</b>	8004	A57		8006	A58	8007 A59
12			C61		LINCOLN NAVIGATOR	3234	D65	N95	3236	V67	3237
13			H24		LINCOLN NAUTILUS	3444	E 42	A18	3446	A02	3447
14			C79		LINCOLN AVIATOR	3254	D97	N63	3256	V87	3257
15			C85		LINCOLN CORSAIR	3304	D91	N49	3306	V90	3307
16			C88		TBD LINCOLN SUV #1	3324	D92	N82	3326	V96	3327
17			C73		LINCOLN DISCONTINUED SUV	3264	D68	A85	3266	V86	3267
18					<b>TOTAL LINCOLN RETAIL SUV</b>	3274	V71		3276	N36	3277 N33
19			C41		NON FOMOCO SUV	2224	D05	A96	2226	V25	2227
20					<b>TOTAL RETAIL SUV</b>	8484	A67		8486	A68	8487 A69
21			C46		FOMOCO COMMERCIAL/FLEET SUV	2314	D07	D19	2316	V27	2317
22			C50		NON FOMOCO COMMERCIAL/FLEET SUV	2324	D09	D20	2326	V28	2327
23					<b>TOTAL COMMERCIAL/FLEET SUV</b>	8664	A74		8666	A75	8667 A76
24					SUV INCENTIVES (GAS & DIESEL)						2337
25					<b>TOTAL NEW SUV (GAS &amp; DIESEL)</b>	8114	A78		8116	A79	8117 A80
26					<b>NEW ALTERNATIVE ENERGY SUV</b>						
27			E17		ESCAPE (PHEV)	3484	E 45	E 67	3486	E 91	3487
28			E21		ESCAPE HYBRID	3314	E 46	E 68	3316	E 92	3317
29			E22		EXPLORER HYBRID	3434	E 47	E 69	3436	E 93	3437
30			E24		MUSTANG MACH-E	3194	E 50	E 71	3196	G 25	3197
31			C55		TBD FORD ALTERNATIVE ENERGY SUV #1	2374	D10	D21	2376	V30	2377
32			C57		TBD FORD ALTERNATIVE ENERGY SUV #2	2384	D11	D25	2386	V35	2387
33			C60		FORD DISCONTINUED ALTERNATIVE ENERGY SUV	2394	D12	D26	2396	V39	2397
34					<b>TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV</b>	8034	A90		8036	A91	8037 A92
35			E28		LINCOLN CORSAIR (PHEV)	3964	E 54	E 75	3966	G 37	3967
36			E29		LINCOLN AVIATOR (PHEV)	3544	E 55	E 76	3546	G 39	3547
37			E31		TBD LINCOLN ALTERNATIVE ENERGY SUV #1	3464	E 56	E 77	3466	G09	3467
38			E32		TBD LINCOLN ALTERNATIVE ENERGY SUV #2	3454	E 57	E 78	3456	G11	3457
39			E33		LINCOLN DISCONTINUED ALTERNATIVE ENERGY SUV	3734	E 58	E 79	3736	G13	3737
40					<b>TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV</b>	3384	G63		3386	G64	3387 G65
41			C74		NON FOMOCO ALTERNATIVE ENERGY SUV	2444	D13	D27	2446	V66	2447
42					<b>TOTAL ALTERNATIVE ENERGY RETAIL SUV</b>	8494	A93		8496	A94	8497 A95
43			C86		FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV	2454	D15	D29	2456	V74	2457
44			C18		NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV	2464	D16	D30	2466	V75	2467
45					<b>TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV</b>	8674	G87		8676	G88	8677 G89
46					SUV INCENTIVES (ALTERNATIVE ENERGY)						2667
47					<b>TOTAL NEW ALTERNATIVE ENERGY SUV</b>	8964	G90		8966	G91	8967 G92
48					SUV SUBSCRIPTION SERVICE						2507
49			C13		<b>TOTAL NEW SUV VEHICLES</b>	8384	G93		8386	G94	8387 G95
50											
52											
53											
54											
55											
56											
57											
58											
59											
60											
61											

## Page 3SUV Audit Rules

H17	W	F3SUV	Edge YTD units less than last month's YTD units. Verify unit counts Bucket 3044.
C23	W	F3SUV	ESCAPE YTD units less than last month's YTD units. Verify unit counts Bucket 3004.
C36	W	F3SUV	Explorer YTD units less than last month's YTD units. Verify unit counts Bucket 3014.
C35	W	F3SUV	Expedition YTD units less than last month's YTD units. Verify unit counts Bucket 3024.
C34	W	F3SUV	Bronco Sport YTD units less than last month's YTD units. Verify unit counts Bucket 3394.
C02	W	F3SUV	Bronco YTD units less than last month's YTD units. Verify unit counts Bucket 3154.
C69	W	F3SUV	Ecosport YTD units less than last month's YTD units. Verify unit counts Bucket 3104.
C05	W	F3SUV	TBD Ford SUV #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2174.
C07	W	F3SUV	Territory (Mexico Only) YTD units less than last month's YTD units. Verify unit counts Bucket 2184.
C26	W	F3SUV	Ford Discontinued SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2194.
C61	W	F3SUV	Navigator YTD units less than last month's YTD units. Verify unit counts Bucket 3234.
H24	W	F3SUV	Lincoln Nautilus YTD units less than last month's YTD units. Verify unit counts Bucket 3444.
C79	W	F3SUV	Lincoln Aviator YTD units less than last month's YTD units. Verify unit counts Bucket 3254.
C85	W	F3SUV	Lincoln Corsair YTD units less than last month's YTD units. Verify unit counts Bucket 3304.
C88	W	F3SUV	TBD LINCOLN SUV #1 YTD units less than last month's YTD units. Verify unit counts Bucket 3324.
C73	W	F3SUV	LINCOLN DISCONTINUED SUV YTD units less than last month's YTD units. Verify unit counts Bucket 3264
C41	W	F3SUV	Non FoMCo SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2224.
C46	W	F3SUV	FoMCo Commercial/Fleet SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2314.
C50	W	F3SUV	Non FoMCo Commercial/Fleet SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2324.
E17	W	F3SUV	Escape (PHEV) units less than last month's YTD units. Verify unit counts Bucket 3484.
E21	W	F3SUV	Escape Hybrid units less than last month's YTD units. Verify unit counts Bucket 3314.
E22	W	F3SUV	Explorer Hybrid units less than last month's YTD units. Verify unit counts Bucket 3434.
E24	W	F3SUV	Mustang Mach-E units less than last month's YTD units. Verify unit counts Bucket 3194.
C55	W	F3SUV	TBD Ford Alternative Energy SUV #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2374.
C57	W	F3SUV	TBD Ford Alternative Energy SUV #2 YTD units less than last month's YTD units. Verify unit counts Bucket 2384.
C60	W	F3SUV	Ford Discontinued Alternative Energy SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2394.
E28	W	F3SUV	Lincoln Corsair (PHEV) units less than last month's YTD units. Verify unit counts Bucket 3964.
E29	W	F3SUV	Lincoln Aviator (PHEV) units less than last month's YTD units. Verify unit counts Bucket 3544.
E31	W	F3SUV	TBD Lincoln Alternative Energy SUV #1 units less than last month's YTD units. Verify unit counts Bucket 3464.
E32	W	F3SUV	TBD Lincoln Alternative Energy SUV #2 units less than last month's YTD units. Verify unit counts Bucket 3454.
E33	W	F3SUV	Lincoln Discontinued Alternative Energy SUV units less than last month's YTD units. Verify unit counts Bucket 3734.
C74	W	F3SUV	Non FoMCo Alternative Energy SUV units less than last month's YTD units. Verify unit counts Bucket 2444.
C86	W	F3SUV	Ford Motor Company Alternative Energy Commercial/Fleet SUV units less than last month's YTD units. Verify unit counts Bucket 2454.
C18	W	F3SUV	Non FoMCo Alternative Energy Commercial/Fleet SUV units less than last month's YTD units. Verify unit counts Bucket 2464.
C13	W	F3SUV	TOTAL NEW SUV UNITS (BUCKET 8382) FOR THE MONTH LESS THAN (10) OR GREATER THAN 900.
E35	W	F3SUV	Edge units count questionable.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING

**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**



## Page 3SUV Audit Rules

Bucket 3044 has an unreasonable figure, units are greater than 3000  
Verify unit count

D50	W	F 3SUV	ESCAPE unit count questionable. Bucket 3004 has an unreasonable figure, units are greater than 3000 Verify unit count
D51	W	F 3SUV	Explorer unit count questionable. Bucket 3014 has an unreasonable figure, units are greater than 3000 Verify unit count
D52	W	F 3SUV	Expedition unit count questionable. Bucket 3024 has an unreasonable figure, units are greater than 3000 Verify unit count
D53	W	F 3SUV	Bronco Sport unit count questionable. Bucket 3394 has an unreasonable figure, units are greater than 3000 Verify unit count
D56	W	F 3SUV	Bronco unit count questionable. Bucket 3154 has an unreasonable figure, units are greater than 3000 Verify unit count
D60	W	F 3SUV	Ecosport unit count questionable. Bucket 3104 has an unreasonable figure, units are greater than 3000 Verify unit count
D01	W	F 3SUV	TBD Ford SUV #1 unit count questionable. Bucket 2174 has an unreasonable figure, units are greater than 3000 Verify unit count
D02	W	F 3SUV	Territory (Mexico Only) unit count questionable. Bucket 2184 has an unreasonable figure, units are greater than 3000 Verify unit count
D03	W	F 3SUV	Ford Discontinued SUV unit count questionable. Bucket 2194 has an unreasonable figure, units are greater than 3000 Verify unit count
D65	W	F 3SUV	Navigator unit count questionable. Bucket 3234 has an unreasonable figure, units are greater than 3000 Verify unit count
E 42	W	F 3SUV	Lincoln Nautilus unit count questionable. Bucket 3444 has an unreasonable figure, units are greater than 3000 Verify unit count
D97	W	F 3SUV	Lincoln Aviator unit count questionable. Bucket 3254 has an unreasonable figure, units are greater than 3000 Verify unit count
D91	W	F 3SUV	Lincoln Corsair unit count questionable. Bucket 3304 has an unreasonable figure, units are greater than 3000 Verify unit count
D92	W	F 3SUV	TBD LINCOLN SUV #1 unit count questionable. Bucket 3324 has an unreasonable figure, units are greater than 3000 Verify unit count
D68	W	F 3SUV	LINCOLN DISCONTINUED SUV unit count questionable. Bucket 3264 has an unreasonable figure, units are greater than 3000 Verify unit count
D05	W	F 3SUV	Non FoMoCo SUV unit count questionable. Bucket 2224 has an unreasonable figure, units are greater than 3000 Verify unit count
D07	W	F 3SUV	FoMoCo Commercial/Fleet SUV units (Bucket 2314) Has unreasonable figure, units are greater than 3,000 Verify unit count
D09	W	F 3SUV	Non FoMoCo Commercial/Fleet SUV units (Bucket 2324) Has unreasonable figure, units are greater than 3,000

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING

**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

**Page 3SUV Audit Rules**

Verify unit count

- E 45    W    F 3SUV    Escape (PHEV) unit count questionable.  
Bucket 3484 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 46    W    F 3SUV    Escape Hybrid unit count questionable.  
Bucket 3314 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 47    W    F 3SUV    Explorer Hybrid unit count questionable.  
Bucket 3434 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 50    W    F 3SUV    Mustang Mach-E unit count questionable.  
Bucket 3194 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- D10    W    F 3SUV    TBD Ford Alternative Energy SUV #1 unit count questionable.  
Bucket 2374 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- D11    W    F 3SUV    TBD Ford Alternative Energy SUV #2 unit count questionable.  
Bucket 2384 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- D12    W    F 3SUV    Ford Discontinued Alternative Energy SUV unit count questionable.  
Bucket 2394 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 54    W    F 3SUV    Lincoln Corsair (PHEV) unit count questionable.  
Bucket 3964 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 55    W    F 3SUV    Lincoln Aviator (PHEV) unit count questionable.  
Bucket 3544 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 56    W    F 3SUV    TBD Lincoln Alternative Energy SUV #1 unit count questionable.  
Bucket 3464 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 57    W    F 3SUV    TBD Lincoln Alternative Energy SUV #2 unit count questionable.  
Bucket 3454 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- E 58    W    F 3SUV    Lincoln Discontinued Alternative Energy SUV unit count questionable.  
Bucket 3734 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- D13    W    F 3SUV    Non FoMoCo Alternative Energy SUV unit count questionable.  
Bucket 2444 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- D15    W    F 3SUV    Ford Motor Company Alternative Energy Commercial/Fleet SUV unit count questionable.  
Bucket 2454 has an unreasonable figure, units are greater than 3,000.  
Verify unit count
  
- D16    W    F 3SUV    Non FoMoCo Alternative Energy Commercial/Fleet SUV unit count questionable.  
Bucket 2464 has an unreasonable figure, units are greater than 3,000.  
Verify unit count

<b>A57</b>	SS	F 3SUV	TOTAL FORD LIGHT RETAIL SUV UNITS OUT OF BALANCE			
				+ 3044	+ 3394	+ 2184
				+ 3004	+ 3154	+ 2194
				+ 3014	+ 3104	
				+ 3024	+ 2174	

COMPARED TO BUCKET 8004

**W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING**  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

**Page 3SUV Audit Rules**

V71	SS	F3SUV	TOTAL LINCOLN RETAIL SUV UNITS OUT OF BALANCE + 3234      + 3254      + 3324 + 3444      + 3304      + 3264	COMPARED TO BUCKET 3274
A67	SS	F3SUV	TOTAL RETAIL SUV UNITS OUT OF BALANCE + 8004      + 3274      + 2224	COMPARED TO BUCKET 8484
A74	SS	F3SUV	TOTAL COMMERCIAL/FLEET SUV RETAIL UNITS OUT OF BALANCE + 2314 + 2324	COMPARED TO BUCKET 8664
A78	SS	F3SUV	TOTAL NEW SUV (GAS & DIESEL) UNITS OUT OF BALANCE + 8484      + 8664	COMPARED TO BUCKET 8114
A90	SS	F3SUV	TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV UNITS OUT OF BALANCE (WITHIN +/- \$10) +3484      +3194      +2394 +3314      +2374 +3434      +2384	COMPARED TO BUCKET 8034
G63	SS	F3SUV	TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV UNITS OUT OF BALANCE (WITHIN +/- \$10) +3964      +3464      +3734 +3544      +3454	COMPARED TO BUCKET 3384
A93	SS	F3SUV	TOTAL ALTERNATIVE ENERGY RETAIL SUV UNITS OUT OF BALANCE (WITHIN +/- \$10) +8034      +3384      +2444	COMPARED TO BUCKET 8494
G87	SS	F3SUV	TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV UNITS OUT OF BALANCE (WITHIN +/- \$10) +2454      +2464	COMPARED TO BUCKET 8674
G90	SS	F3SUV	TOTAL NEW ALTERNATIVE ENERGY SUV UNITS OUT OF BALANCE (WITHIN +/- \$10) +8494      +8674	COMPARED TO BUCKET 8964
G93	SS	F3SUV	TOTAL NEW SUV VEHICLE UNITS OUT OF BALANCE (WITHIN +/- \$10) +8114      +8964	COMPARED TO BUCKET 8384
A11	W	F3SUV	Edge gross questionable. Bucket 3047 divided by bucket 3044 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.	
N68	W	F3SUV	ESCAPE gross questionable. Bucket 3007 divided by bucket 3004 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.	
N74	W	F3SUV	Explorer gross questionable. Bucket 3017 divided by bucket 3014 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.	
N73	W	F3SUV	Expedition gross questionable. Bucket 3027 divided by bucket 3024 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.	
N65	W	F3SUV	Bronco Sport gross questionable. Bucket 3397 divided by bucket 3394 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.	

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## Page 3SUV Audit Rules

N66	W	F 3SUV	Bronco gross questionable. Bucket 3157 divided by bucket 3154 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A81	W	F 3SUV	Ecosport gross questionable. Bucket 3107 divided by bucket 3104 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A08	W	F 3SUV	TBD Ford SUV #1 gross questionable. Bucket 2177 divided by bucket 2174 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A61	W	F 3SUV	Territory (Mexico Only) gross questionable. Bucket 2187 divided by bucket 2184 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A84	W	F 3SUV	Ford Discontinued SUV gross questionable. Bucket 2197 divided by bucket 2194 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N95	W	F 3SUV	Navigator gross questionable. Bucket 3237 divided by bucket 3234 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A18	W	F 3SUV	Lincoln Nautilus gross questionable. Bucket 3447 divided by bucket 3444 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N63	W	F 3SUV	Lincoln Aviator gross questionable. Bucket 3257 divided by bucket 3254 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N49	W	F 3SUV	Lincoln Corsair gross questionable. Bucket 3307 divided by bucket 3304 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N82	W	F 3SUV	TBD LINCOLN SUV #1 gross questionable. Bucket 3327 divided by bucket 3324 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A85	W	F 3SUV	LINCOLN DISCONTINUED SUV gross questionable. Bucket 3267 divided by bucket 3264 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A96	W	F 3SUV	Non FoMoCo SUV gross questionable. Bucket 2227 divided by bucket 2224 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
D19	W	F 3SUV	FoMoCo Commercial/Fleet SUV gross questionable. Bucket 2317 divided by bucket 2314 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
D20	W	F 3SUV	Non FoMoCo Commercial/Fleet SUV gross questionable. Bucket 2327 divided by bucket 2324 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
E 67	W	F 3SUV	Escape (PHEV) gross questionable. Bucket 3487 divided by bucket 3484 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
E 68	W	F 3SUV	Escape Hybrid gross questionable. Bucket 3317 divided by bucket 3314 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
E 69	W	F 3SUV	Explorer Hybrid gross questionable. Bucket 3437 divided by bucket 3434 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.

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**Page 3SUV Audit Rules**

- E 71    W    F 3SUV    Mustang Mach-E gross questionable.  
Bucket 3197 divided by bucket 3194 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- D 21    W    F 3SUV    TBD Ford Alternative Energy SUV #1 gross questionable.  
Bucket 2377 divided by bucket 2374 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- D 25    W    F 3SUV    TBD Ford Alternative Energy SUV #2 gross questionable.  
Bucket 2387 divided by bucket 2384 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- D 26    W    F 3SUV    Ford Discontinued Alternative Energy SUV gross questionable.  
Bucket 2397 divided by bucket 2394 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- E 75    W    F 3SUV    Lincoln Corsair (PHEV) gross questionable.  
Bucket 3967 divided by bucket 3964 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- E 76    W    F 3SUV    Lincoln Aviator (PHEV) gross questionable.  
Bucket 3547 divided by bucket 3544 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- E 77    W    F 3SUV    TBD Lincoln Alternative Energy SUV #1 gross questionable.  
Bucket 3467 divided by bucket 3464 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- E 78    W    F 3SUV    TBD Lincoln Alternative Energy SUV #2 gross questionable.  
Bucket 3457 divided by bucket 3454 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- E 79    W    F 3SUV    Lincoln Discontinued Alternative Energy SUV gross questionable.  
Bucket 3737 divided by bucket 3734 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- D 27    W    F 3SUV    Non FoMoCo Alternative Energy SUV gross questionable.  
Bucket 2447 divided by bucket 2444 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- D 29    W    F 3SUV    Ford Motor Company Alternative Energy Commercial/Fleet SUV gross questionable.  
Bucket 2457 divided by bucket 2454 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.
  
- D 30    W    F 3SUV    Non FoMoCo Alternative Energy Commercial/Fleet SUV gross questionable.  
Bucket 2467 divided by bucket 2464 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.

A59    SS    F 3SUV    TOTAL FORD RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)

+3047	+ 3157	
+3007	+ 3107	
+ 3017	+ 2177	
+ 3027	+ 2187	
+ 3397	+ 2197	

COMPARED TO BUCKET 8007

N33    SS    F 3SUV    TOTAL LINCOLN RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)

+ 3237	+ 3257	+ 3327
+ 3447	+ 3307	+ 3267

COMPARED TO BUCKET 3277

A69    SS    F 3SUV    TOTAL RETAIL SUV GROSS OUT OF BALANCE GREATER THAN \$10

+ 8007	+ 3277	+ 2227
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COMPARED TO BUCKET 8487

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**Page 3SUV Audit Rules**

<b>A76</b>	SS	F3SUV	TOTAL COMMERCIAL/FLEET SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 2317 + 2327			COMPARED TO BUCKET 8667
<b>A80</b>	SS	F3SUV	TOTAL NEW SUV (GAS & DIESEL) GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 8487	+ 8667	+ 2337	COMPARED TO BUCKET 8117
<b>A92</b>	SS	F3SUV	TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)	+3487 +3317 +3437	+3197 +2377 +2387	+2397	COMPARED TO BUCKET 8037
<b>G65</b>	SS	F3SUV	TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)	+3967 +3547	+3467 +3457	+3737	COMPARED TO BUCKET 3387
<b>A95</b>	SS	F3SUV	TOTAL ALTERNATIVE ENERGY RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)	+8037	+3387	+2447	COMPARED TO BUCKET 8497
<b>G89</b>	SS	F3SUV	TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2457	+2467		COMPARED TO BUCKET 8677
<b>G92</b>	SS	F3SUV	TOTAL NEW ALTERNATIVE ENERGY SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)	+8497	+8677	+2507	COMPARED TO BUCKET 8967
<b>G95</b>	SS	F3SUV	TOTAL NEW SUV VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+8117	+8967	+2667	COMPARED TO BUCKET 8387
<b>A38</b>	SS	F3SUV	Edge sales Bucket 3046 without units Bucket 3044 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).				
<b>V36</b>	SS	F3SUV	ESCAPE sales Bucket 3006 without units Bucket 3004 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades gross only - are reflected in account 4640).				
<b>V47</b>	SS	F3SUV	Explorer sales Bucket 3016 without units Bucket 3014 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).				
<b>V46</b>	SS	F3SUV	Expedition sales Bucket 3026 without units Bucket 3024 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).				
<b>X52</b>	SS	F3SUV	Bronco Sport sales Bucket 3396 without units Bucket 3394 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).				
<b>X58</b>	SS	F3SUV	Bronco sales Bucket 3156 without units Bucket 3154 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).				
<b>V82</b>	SS	F3SUV	Ecosport sales Bucket 3106 without units Bucket 3104 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).				

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## Page 3SUV Audit Rules

- A62** SS F3SUV TBD Ford SUV #1 sales Bucket 2176 without units Bucket 2174 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V14** SS F3SUV Territory (Mexico Only) sales Bucket 2186 without units Bucket 2184 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V17** SS F3SUV Ford Discontinued SUV sales Bucket 2196 without units Bucket 2194 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V67** SS F3SUV Navigator sales Buckets 3236 without units Bucket 3234 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- A02** SS F3SUV Lincoln Nautilus Sales Bucket 3446 Without units Bucket 3444 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V87** SS F3SUV Lincoln Aviator sales Bucket 3256 without units Bucket 3254 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V90** SS F3SUV Lincoln Corsair sales Bucket 3306 without units Bucket 3304 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V96** SS F3SUV TBD LINCOLN SUV #1 sales Bucket 3326 without units Bucket 3324 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V86** SS F3SUV Lincoln Discontinued SUV sales Bucket 3266 without units Bucket 3264 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V25** SS F3SUV Non FoMoCo SUV sales Bucket 2226 without units Bucket 2224 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars. (Dealer trades gross only - are reflected in account 4640).
- V27** SS F3SUV FoMoCo Commercial/Fleet SUV sales Bucket 2316 without units Bucket 2314 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V28** SS F3SUV Non FoMoCo Commercial/Fleet SUV sales Bucket 2326 without units Bucket 2324 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- E91** SS F3SUV Escape (PHEV) sales Bucket 3486 without units Bucket 3484 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E92** SS F3SUV Escape Hybrid sales Bucket 3316 without units Bucket 3314 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E93** SS F3SUV Explorer Hybrid sales Bucket 3436 without units Bucket 3434 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- G25** SS F3SUV Mustang Mach-E sales Bucket 3196 without units Bucket 3194 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V30** SS F3SUV TBD Ford Alternative Energy SUV #1 sales Bucket 2376 without units Bucket 2374 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V35** SS F3SUV TBD Ford Alternative Energy SUV #2 sales Bucket 2386 without units Bucket 2384 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).

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**Page 3SUV Audit Rules**

V39	SS	F3SUV	Ford Discontinued Alternative Energy SUV sales Bucket 2396 without units Bucket 2394 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
G37	SS	F3SUV	Lincoln Corsair (PHEV) sales Bucket 3966 without units Bucket 3964 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
G39	SS	F3SUV	Lincoln Aviator (PHEV) sales Bucket 3546 without units Bucket 3544 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
G09	SS	F3SUV	TBD Lincoln Alternative Energy SUV #1 sales Bucket 3466 without units Bucket 3464 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
G11	SS	F3SUV	TBD Lincoln Alternative Energy SUV #2 sales Bucket 3456 without units Bucket 3454 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
G13	SS	F3SUV	Lincoln Discontinued Alternative Energy SUV sales Bucket 3736 without units Bucket 3734 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
V66	SS	F3SUV	Non FoMoCo Alternative Energy SUV sales Bucket 2446 without units Bucket 2444 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
V74	SS	F3SUV	Ford Motor Company Alternative Energy Commercial/Fleet SUV sales Bucket 2456 without units Bucket 2454 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
V75	SS	F3SUV	Non FoMoCo Alternative Energy Commercial/Fleet SUV sales Bucket 2466 without units Bucket 2464 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. <b>MUST ENTER</b> unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).												
A58	SS	F3SUV	TOTAL FORD RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr><td>+3046</td><td>+3396</td><td>+2186</td></tr> <tr><td>+3006</td><td>+3156</td><td>+2196</td></tr> <tr><td>+3016</td><td>+3106</td><td></td></tr> <tr><td>+3026</td><td>+ 2176</td><td></td></tr> </table> <p align="right">COMPARSED TO BUCKET 8006</p>	+3046	+3396	+2186	+3006	+3156	+2196	+3016	+3106		+3026	+ 2176	
+3046	+3396	+2186													
+3006	+3156	+2196													
+3016	+3106														
+3026	+ 2176														
N36	SS	F3SUV	TOTAL LINCOLN RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr><td>+3236</td><td>+ 3256</td><td>+ 3326</td></tr> <tr><td>+ 3446</td><td>+ 3306</td><td>+ 3266</td></tr> </table> <p align="right">COMPARSED TO BUCKET 3276</p>	+3236	+ 3256	+ 3326	+ 3446	+ 3306	+ 3266						
+3236	+ 3256	+ 3326													
+ 3446	+ 3306	+ 3266													
A68	SS	F3SUV	TOTAL RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr><td>+ 8006</td><td>+ 2226</td></tr> <tr><td>+ 3276</td><td></td></tr> </table> <p align="right">COMPARSED TO BUCKET 8486</p>	+ 8006	+ 2226	+ 3276									
+ 8006	+ 2226														
+ 3276															
A75	SS	F3SUV	TOTAL SUV SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr><td>+ 2316</td></tr> <tr><td>+ 2326</td></tr> </table> <p align="right">COMPARSED TO BUCKET 8666</p>	+ 2316	+ 2326										
+ 2316															
+ 2326															
A79	SS	F3SUV	TOTAL NEW SUV (GAS & DIESEL) SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr><td>+ 8486</td><td>+ 8666</td></tr> </table> <p align="right">COMPARSED TO BUCKET 8116</p>	+ 8486	+ 8666										
+ 8486	+ 8666														
A91	SS	F3SUV	TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr><td>+3486</td><td>+3196</td><td>+2396</td></tr> <tr><td>+3316</td><td>+2376</td><td></td></tr> <tr><td>+3436</td><td>+2386</td><td></td></tr> </table> <p align="right">COMPARSED TO BUCKET 8036</p>	+3486	+3196	+2396	+3316	+2376		+3436	+2386				
+3486	+3196	+2396													
+3316	+2376														
+3436	+2386														

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**



Page 3SUV Audit Rules

G64 SS F3SUV TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)  
+3966 +3466 +3736  
+3546 +3456  
COMPARED TO BUCKET 3386

A94 SS F3SUV TOTAL ALTERNATIVE ENERGY RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)  
+8036 +3386 +2446  
COMPARED TO BUCKET 8496

G88 SS F3SUV TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV SALES OUT OF BALANCE (WITHIN +/- \$10)  
+2456 +2466  
COMPARED TO BUCKET 8676

G91 SS F3SUV TOTAL NEW ALTERNATIVE ENERGY SUV SALES OUT OF BALANCE (WITHIN +/- \$10)  
+8496 +8676  
COMPARED TO BUCKET 8966

G94 SS F3SUV TOTAL NEW SUV VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)  
+8116 +8966  
COMPARED TO BUCKET 8386

## Changes Page 3TRK

New :

A06	SS	F3TRK	TOTAL NEW MODEL E VEHICLES GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+2247	+2217	+2077
				+2267	+2007	
COMPARED TO BUCKET 2367						

A07	SS	F3TRK	TOTAL NEW MODEL E GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+2367	+1333	
COMPARED TO BUCKET 2757						

DEALER	P&A CODE				SALES CODE				MONTH			
MONTH	NEW TRUCKS				YEAR TO DATE							
	SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL TRUCKS		UNITS	GR PVS	SALES	GROSS		
1			C37		ECONOLINE/CLUB WAGON	3054	D55	N75	3056	V48	3057	
2			C51		RANGER	3354	D54	A28	3356	V61	3357	
3			C39		F150	3074	D57	N77	3076	V50	3077	
4			C30		SUPER DUTY F250-350	3084	D58	N70	3086	V40	3087	
5			C70		TRANSIT CONNECT	3114	D61	A82	3116	V83	3117	
6			C87		TRANSIT (VAN)	3164	D37	A32	3166	V99	3167	
7			C81		MAVERICK	3884	D45	A10	3886	V91	3887	
8			C72		TBD FORD TRUCK #2	3914	D63	A30	3916	V85	3917	
9			C15		TRANSIT COURIER (MEXICO ONLY)	2094	D64	A31	2096	V13	2097	
10			C71		FORD DISCONTINUED TRUCK	3124	D62	A83	3126	V84	3127	
11					<b>TOTAL FORD LIGHT RETAIL TRUCKS</b>	8014	V70		8016	N34	8017	N38
12			C43		NON FOMOCO LIGHT TRUCK	3494	D80	N81	3496	V54	3497	
13					<b>TOTAL LIGHT RETAIL TRUCKS</b>	8994	V07		8996	N07	8997	N19
14			C45		SUPER DUTY F450-600	3564	D82	N84	3566	V56	3567	
15			C64		SUPER DUTY F650-750	3574	D83	N64	3576	V60	3577	
16			C56		<b>TOTAL FORD MEDIUMRETAIL TRUCKS</b>	3584	V09		3586	N09	3587	N21
17			C52		NON FOMOCO MEDIUMRETAIL TRUCK	3594	D84	N91	3596	V63	3597	
18			C65		<b>TOTAL MEDIUMRETAIL TRUCKS</b>	3604	V10		3606	N10	3607	N22
19					<b>TOTAL RETAIL TRUCKS</b>	8974	A40		8976	A41	8977	A42
20			C44		FOMOCO COMMERCIAL/FLEET LIGHT TRUCK	3524	D81	N83	3526	V55	3527	
21			C82		NON FOMOCO COMMERCIAL/FLEET LIGHT TRUCK	3414	D85	A77	3416	V81	3417	
22					<b>TOTAL COMMERCIAL/FLEET LIGHT TRUCKS</b>	3674	A34		3676	A35	3677	A36
23			C01		FOMOCO COMMERCIAL/FLEET MEDIUMTRUCK	3754	D31	A29	3756	V78	3757	
24			C93		NON FOMOCO COMMERCIAL/FLEET MEDIUMTRUCK	3764	E15	A24	3766	V95	3767	
25			C94		<b>TOTAL COMMERCIAL/FLEET MEDIUMTRUCKS</b>	3774	A46		3776	A47	3777	A48
26					<b>TOTAL COMMERCIAL/FLEET TRUCKS</b>	3784	A49		3786	A50	3787	A51
27					TRUCK INCENTIVES (GAS & DIESEL)						3617	
28					<b>TOTAL NEWTRUCKS (GAS &amp; DIESEL)</b>	8914	V11		8916	N11	8917	N23
29					<b>NEW ALTERNATIVE ENERGY TRUCKS</b>							
30			E23		F150 HYBRID	3514	E49	E70	3516	G01	3517	
31			C98		F150 LIGHTNING (BEV)	3034	D17	N67	3036	V77	3037	
32			C99		E-TRANSIT (VAN) (BEV)	3214	D18	N71	3216	V97	3217	
33			E25		MAVERICK HYBRID	3534	E51	E72	3536	G26	3537	
34			E26		TBD FORD ALTERNATIVE ENERGY TRUCK #2	3654	E52	E73	3656	G04	3657	
35			E27		FORD DISCONTINUED ALTERNATIVE ENERGY TRUCK	3894	E53	E74	3896	G29	3897	
36					<b>TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCKS</b>	8044	G60		8046	G61	8047	G62
37			E34		NON FOMOCO ALTERNATIVE ENERGY TRUCK	3474	E59	E80	3476	G15	3477	
38					<b>TOTAL ALTERNATIVE ENERGY RETAIL TRUCKS</b>	8984	G66		8986	G67	8987	G68
39			C66		FORD MOTOR CO. ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK	3134	D75	N76	3136	G79	3137	
40			C67		NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK	3144	D76	N93	3146	G80	3147	
41					<b>TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCKS</b>	3184	G83		3186	G84	3187	G85
42					TRUCK INCENTIVES (ALTERNATIVE ENERGY)						3647	
43					<b>TOTAL NEW ALTERNATIVE ENERGY TRUCKS</b>	8904	G69		8906	G70	8907	G71
44					TRUCK SUBSCRIPTION SERVICE						2677	
45			C58		<b>TOTAL NEW TRUCKS</b>	8454	G46	Q14	8456	G47	8457	G48
46												
47					<b>MONTH</b>				<b>YTD</b>			
48	SALES	GROSS	UNITS	GR PVS	<b>MEMO: TOTAL MODEL E</b>	UNITS	GR PVS	SALES	GROSS			
49					MUSTANG MACH-E	2244		2246	2247			
50					F150 LIGHTNING	2264		2266	2267			
51					E-TRANSIT	2274		2276	2277			
52					TBD MODEL E VEHICLE #1	2004		2006	2007			
53					TBD MODEL E VEHICLE #2	2074		2076	2077			
54					<b>TOTAL MODEL E VEHICLES</b>	2364		2366	2367	A06		
55					<b>TOTAL PUBLIC CHARGING</b>				1333			
56					<b>TOTAL MODEL E</b>				2157	A07		
57	MODEL E ASSETS	EQUIPMENT	COST	0113								
58			DEPRECIATION	( 0114 )								
59					<b>MONTH</b>				<b>YTD</b>			
60	SALES	GROSS	UNITS	GR PVS	<b>MEMO: USED EV CPO</b>	UNITS	GR PVS	SALES	GROSS			
61					FBA EV CAR	4194		4196	4197			
62					FBA EV SUV/TRUCK	4794		4796	4797			

## Page 3TRK Audit Rules

C37	W	F3TRK	Econoline/Club Wagon YTD units less than last month's YTD units. Verify unit counts Bucket 3054.
C51	W	F3TRK	Ranger YTD units less than last month's YTD units. Verify unit counts Bucket 3354.
C39	W	F3TRK	F150 YTD units less than last month's YTD units. Verify unit counts Bucket 3074.
C30	W	F3TRK	Super Duty F 250-350 YTD units less than last month's YTD units. Verify unit counts Bucket 3084.
C70	W	F3TRK	Transit Connect YTD units less than last month's YTD units. Verify unit counts Bucket 3114.
C87	W	F3TRK	Transit (Van) YTD units less than last month's YTD units. Verify unit counts Bucket 3164.
C81	W	F3TRK	Maverick units less than last month's YTD units. Verify unit counts Bucket 3884.
C72	W	F3TRK	TBD Ford Truck #2 units less than last month's YTD units. Verify unit counts Bucket 3914.
C15	W	F3TRK	Transit Courier (Mexico Only) units less than last month's YTD units. Verify unit counts Bucket 2094.
C71	W	F3TRK	Ford Discontinued Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3124.
C43	W	F3TRK	Non FoMCo Light Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3494.
C45	W	F3TRK	Super Duty F 450-600 YTD units less than last month's YTD units. Verify unit counts Bucket 3564.
C64	W	F3TRK	Super Duty F 650-750 YTD units less than last month's YTD units. Verify unit counts Bucket 3574.
C56	W	F3TRK	TOTAL FORD MEDIUM RETAIL TRUCK UNITS (BUCKET 3582) FOR THE MONTH LESS THAN (50) OR GREATER THAN 900.
C52	W	F3TRK	Non FoMCo Medium Retail Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3594.
C65	W	F3TRK	TOTAL MEDIUM OTHER RETAIL TRUCK UNITS (BUCKET 3602) FOR THE MONTH LESS THAN (10) OR GREATER THAN 900.
C44	W	F3TRK	FoMCo Commercial/Fleet Light Trucks YTD units less than last month's YTD units. Verify unit counts Bucket 3524.
C82	W	F3TRK	Non FoMCo Commercial/Fleet Light Trucks YTD units less than last month's YTD units. Verify unit counts Bucket 3414.
C01	W	F3TRK	FoMCo Commercial/Fleet Medium Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3754.
C93	W	F3TRK	Non FoMCo Commercial/Fleet Medium Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3764.
C94	W	F3TRK	TOTAL COMMERCIAL/FLEET MEDIUM TRUCK UNITS (BUCKET 3772) FOR THE MONTH LESS THAN (10) OR GREATER THAN 900.
E23	W	F3TRK	F150 Hybrid units less than last month's YTD units. Verify unit counts Bucket 3514.
C98	W	F3TRK	F150 Lightning (BEV) units less than last month's YTD units. Verify unit counts Bucket 3034.
C99	W	F3TRK	E-Transit units less than last month's YTD units. Verify unit counts Bucket 3214.
E25	W	F3TRK	Maverick Hybrid units less than last month's YTD units. Verify unit counts Bucket 3534.
E26	W	F3TRK	TBD Ford Alternative Energy Truck #2 units less than last month's YTD units. Verify unit counts Bucket 3654.
E27	W	F3TRK	Ford Discontinued Alternative Energy Trucks units less than last month's YTD units. Verify unit counts Bucket 3894.
E34	W	F3TRK	Non FoMCo Alternative Energy Trucks units less than last month's YTD units. Verify unit counts Bucket 3474.
C66	W	F3TRK	Ford Motor Company Alternative Energy Commercial/Fleet Truck units less than last month's YTD units. Verify unit counts Bucket 3134.
C67	W	F3TRK	Non FoMCo Alternative Energy Commercial/Fleet Truck units less than last month's YTD units. Verify unit counts Bucket 3144.
C58	W	F3TRK	TOTAL NEW TRUCK UNITS (BUCKET 8452) FOR THE MONTH LESS THAN (10) OR GREATER THAN 900.
D55	W	F3TRK	Econoline/Club Wagon unit count questionable. Bucket 3054 has an unreasonable figure, units are greater than 3000 Verify unit count.
D54	W	F3TRK	Ranger unit count questionable. Bucket 3354 has an unreasonable figure, units are greater than 3000 Verify unit count.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
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## Page 3TRK Audit Rules

D57	W	F 3TRK	F150 unit count questionable. Bucket 3074 has an unreasonable figure, units are greater than 3000 Verify unit count.
D58	W	F 3TRK	Super Duty F 250-350 unit count questionable. Bucket 3084 has an unreasonable figure, units are greater than 3000 Verify unit count.
D61	W	F 3TRK	Transit Connect unit count questionable. Bucket 3114 has an unreasonable figure, units are greater than 3000 Verify unit count.
D37	W	F 3TRK	Transit (Van) unit count questionable. Bucket 3164 has an unreasonable figure, units are greater than 3000 Verify unit count.
D45	W	F 3TRK	Maverick unit count questionable. Bucket 3884 has an unreasonable figure, units are greater than 3000 Verify unit count.
D63	W	F 3TRK	TBD Ford Truck #2 unit count questionable. Bucket 3914 has an unreasonable figure, units are greater than 3000 Verify unit count.
D64	W	F 3TRK	Transit Courier (Mexico Only) unit count questionable. Bucket 2094 has an unreasonable figure, units are greater than 3000 Verify unit count.
D62	W	F 3TRK	Ford Discontinued Truck unit count questionable. Bucket 3124 has an unreasonable figure, units are greater than 3000 Verify unit count.
D80	W	F 3TRK	Non FoMbCo Light Truck unit count questionable. Bucket 3494 has an unreasonable figure, units are greater than 3000 Verify unit count.
D82	W	F 3TRK	Super Duty F 450-600 unit count questionable. Bucket 3564 has an unreasonable figure, units are greater than 3000 Verify unit count.
D83	W	F 3TRK	Super Duty F 650-750 unit count is questionable. Bucket 3574 has an unreasonable figure, units are greater than 3000 Verify unit count.
D84	W	F 3TRK	Non FoMbCo Medium Retail Truck unit count is questionable. Bucket 3594 has an unreasonable figure, units are greater than 3000 Verify unit count.
D81	W	F 3TRK	FoMbCo Commercial/Fleet Light Truck units (Bucket 3524) Has unreasonable figure, units are greater than 3,000 Verify unit count.
D85	W	F 3TRK	Non FoMbCo Commercial/Fleet Light Truck units (Bucket 3414) Has unreasonable figure, units are greater than 3,000 Verify unit count.
D31	W	F 3TRK	FoMbCo Commercial/Fleet Medium Truck unit count is questionable. Bucket 3754 has an unreasonable figure, units are greater than 3000 Verify unit count.
E15	W	F 3TRK	Non FoMbCo Commercial/Fleet Medium Truck unit count is questionable. Bucket 3764 has an unreasonable figure, units are greater than 3000 Verify unit count.
E49	W	F 3TRKA	F150 Hybrid unit count questionable. Bucket 3514 has an unreasonable figure, units are greater than 3,000. Verify unit count.
D17	W	F 3TRK	F150 Lightning (BEV) unit count questionable. Bucket 3034 has an unreasonable figure, units are greater than 3,000. Verify unit count.
D18	W	F 3TRK	E-Transit unit count questionable. Bucket 3214 has an unreasonable figure, units are greater than 3,000. Verify unit count.

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**Page 3TRK Audit Rules**

- E51 W F3TRK Maverick Hybrid unit count questionable.  
Bucket 3534 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.
- E52 W F3TRK TBD Ford Alternative Energy Truck #2 unit count questionable.  
Bucket 3654 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.
- E53 W F3TRK Ford Discontinued Alternative Energy Truck unit count questionable.  
Bucket 3894 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.
- E59 W F3TRK Non FoMoCo Alternative Energy Trucks unit count questionable.  
Bucket 3474 has an unreasonable figure, units are greater than 2,000.  
Verify unit count.
- D75 W F3TRK Ford Motor Company Alternative Energy Commercial/Fleet Trucks unit count questionable.  
Bucket 3134 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.
- D76 W F3TRK Non FoMoCo Alternative Energy Commercial/Fleet Truck unit count questionable.  
Bucket 3144 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.
- N34 SS F3TRK TOTAL FORD LIGHT RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |       |        |
|--|--------|-------|--------|
|  | +3056  | +3116 | + 2096 |
|  | + 3356 | +3166 | + 3126 |
|  | +3076  | +3886 |        |
|  | +3086  | +3916 |        |
- COMPARED TO BUCKET 8016
- N07 SS F3TRK TOTAL LIGHT RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |        |
|--|--------|--------|
|  | + 8016 | + 3496 |
|--|--------|--------|
- COMPARED TO BUCKET 8996
- N09 SS F3TRK TOTAL FORD COMMERCIAL RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |        |
|--|--------|--------|
|  | + 3566 | + 3576 |
|--|--------|--------|
- COMPARED TO BUCKET 3586
- N10 SS F3TRK TOTAL COMMERCIAL RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |        |
|--|--------|--------|
|  | + 3586 | + 3596 |
|--|--------|--------|
- COMPARED TO BUCKET 3606
- A41 SS F3TRK TOTAL RETAIL TRUCKS SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |
|--|--------|
|  | + 8996 |
|  | + 3606 |
- COMPARED TO BUCKET 8976
- A35 SS F3TRK TOTAL COMMERCIAL/FLEET LIGHT TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |
|--|--------|
|  | + 3526 |
|  | + 3416 |
- COMPARED TO BUCKET 3676
- A47 SS F3TRK TOTAL COMMERCIAL/FLEET MEDIUMTRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |        |
|--|--------|--------|
|  | + 3756 | + 3766 |
|--|--------|--------|
- COMPARED TO BUCKET 3776
- A50 SS F3TRK TOTAL FLEET TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |
|--|--------|
|  | + 3676 |
|  | + 3776 |
- COMPARED TO BUCKET 3786
- N11 SS F3TRK TOTAL NEW TRUCK (GAS & DIESEL) SALES OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |        |
|--|--------|--------|
|  | + 8976 | + 3786 |
|--|--------|--------|
- COMPARED TO BUCKET 8916
- N38 SS F3TRK TOTAL FORD LIGHT RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)
- |  |        |        |        |
|--|--------|--------|--------|
|  | + 3057 | + 3117 | + 2097 |
|  | + 3357 | + 3167 | + 3127 |
|  | + 3077 | +3887  |        |
|  | + 3087 | +3917  |        |

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Page 3TRK Audit Rules

COMPARED TO BUCKET 8017

N19 SS F3TRK TOTAL LIGHT RETAIL TRUCK GROSS OUT OF BALANCE GREATER THAN \$10  
 + 8017 + 3497

COMPARED TO BUCKET 8997

N21 SS F3TRK TOTAL FORD COMMERCIAL RETAIL TRUCK GROSS OUT OF BALANCE GREATER THAN \$10  
 +3567 + 3577

COMPARED TO BUCKET 3587

N22 SS F3TRK TOTAL COMMERCIAL RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 3587 + 3597

COMPARED TO BUCKET 3607

A42 SS F3TRK TOTAL RETAIL TRUCKS GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 8997 + 3607

COMPARED TO BUCKET 8977

A36 SS F3TRK TOTAL COMMERCIAL/FLEET LIGHT TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 3527  
 + 3417

COMPARED TO BUCKET 3677

A48 SS F3TRK TOTAL COMMERCIAL/FLEET MEDIUMTRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 3757 + 3767

COMPARED TO BUCKET 3777

A51 SS F3TRK TOTAL FLEET TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 3677  
 + 3777

COMPARED TO BUCKET 3787

N23 SS F3TRK TOTAL NEW TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 8977 + 3787 + 3617

COMPARED TO BUCKET 8917

N75 W F3TRK Econoline/Club Wagon gross questionable.  
 Bucket 3057 divided by bucket 3054 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A28 W F3TRK Ranger gross questionable.  
 Bucket 3357 divided by bucket 3354 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

N77 W F3TRK F150 gross questionable.  
 Bucket 3077 divided by bucket 3074 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

N70 W F3TRK Super Duty F250-350 gross questionable.  
 Bucket 3087 divided by bucket 3084 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A82 W F3TRK Transit Connect gross questionable.  
 Bucket 3117 divided by bucket 3114 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A32 W F3TRK Transit (Van) gross questionable.  
 Bucket 3167 divided by bucket 3164 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A10 W F3TRK Maverick gross questionable.  
 Bucket 3887 divided by bucket 3884 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A30 W F3TRK TBD Ford Truck #2 gross questionable.  
 Bucket 3917 divided by bucket 3914 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A31 W F3TRK Transit Courier (Mexico Only) gross questionable.  
 Bucket 2097 divided by bucket 2094 per unit is less than (\$1500) or greater than \$15,000  
 Verify unit counts and gross dollars.

A83 W F3TRK Ford Discontinued Truck gross questionable.

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## Page 3TRK Audit Rules

Bucket 3127 divided by bucket 3124 per unit is less than (\$1500) or greater than \$15,000  
Verify unit counts and gross dollars.

N81	W	F 3TRK	Non FoMbCo Light Truck gross questionable. Bucket 3497 divided by bucket 3494 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N84	W	F 3TRK	Super Duty F 450-600 gross questionable. Bucket 3567 divided by bucket 3564 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N64	W	F 3TRK	Super Duty F 650-750 gross is questionable. Bucket 3577 divided by bucket 3574 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N91	W	F 3TRK	Non FoMbCo Commercial Retail Truck gross is questionable. Bucket 3597 divided by bucket 3594 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
N83	W	F 3TRK	FoMbCo Fleet light truck gross questionable. Bucket 3527 divided by bucket 3524 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A77	W	F 3TRK	Non FoMbCo Commercial/Fleet light truck gross questionable. Bucket 3417 divided by bucket 3414 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A29	W	F 3TRK	FoMbCo Commercial/Fleet Medium Truck gross is questionable. Bucket 3757 divided by bucket 3754 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
A24	W	F 3TRK	Non FoMbCo Commercial/Fleet Medium Truck gross is questionable. Bucket 3767 divided by bucket 3764 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
E 70	W	F 3TRK	F 150 Hybrid gross questionable. Bucket 3517 divided by bucket 3514 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
N67	W	F 3TRK	F 150 Lighting (BEV) gross questionable. Bucket 3037 divided by bucket 3034 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
N71	W	F 3TRK	E-Transit gross questionable. Bucket 3217 divided by bucket 3214 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
E 72	W	F 3TRK	Maverick Hybrid gross questionable. Bucket 3537 divided by bucket 3534 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
E 73	W	F 3TRK	TBD Ford Alternative Energy Truck #2 gross questionable. Bucket 3657 divided by bucket 3654 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
E 74	W	F 3TRK	Ford Discontinued Alternative Energy Trucks gross questionable. Bucket 3897 divided by bucket 3894 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
E 80	W	F 3TRK	Non FoMbCo Alternative Energy Trucks gross questionable. Bucket 3477 divided by bucket 3474 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
N76	W	F 3TRK	Ford Motor Company Alternative Energy Commercial/Fleet Truck gross questionable. Bucket 3137 divided by bucket 3134 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
N93	W	F 3TRK	Non FoMbCo Alternative Energy Commercial/Fleet Truck gross questionable. Bucket 3147 divided by bucket 3144 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
V48	SS	F 3TRK	Econoline/Club Wagon sales Bucket 3056 without units Bucket 3054 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).

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## Page 3TRK Audit Rules

- V61** SS F3TRK Ranger sales Bucket 3356 without units Bucket 3354 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V50** SS F3TRK F150 sales Bucket 3076 without units Bucket 3074 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V40** SS F3TRK Super Duty F250-350 sales Bucket 3086 without units Bucket 3084 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V83** SS F3TRK Transit Connect sales Bucket 3116 without units Bucket 3114 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V99** SS F3TRK Transit (Van) sales Bucket 3166 without units Bucket 3164 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V91** SS F3TRK Maverick sales Bucket 3886 without units Bucket 3884 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V85** SS F3TRK TBD Ford Truck #2 sales Bucket 3916 without units Bucket 3914 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V13** SS F3TRK Transit Courier (Mexico Only) sales Bucket 2096 without units Bucket 2094 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V84** SS F3TRK Ford Discontinued Truck sales Bucket 3126 without units Bucket 3124 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V54** SS F3TRK Non FoMbCo Light Truck sales Bucket 3496 without units Bucket 3494 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades gross only - are reflected in account 4640).
- V56** SS F3TRK Super Duty F450-600 sales Bucket 3566 without units Bucket 3564 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V60** SS F3TRK Super Duty F650-750 sales Bucket 3576 without units Bucket 3574 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V63** SS F3TRK Non FoMbCo Medium Retail Truck sales Bucket 3596 without units Bucket 3594 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V55** SS F3TRK FoMbCo Commercial/Fleet Light Truck sales Bucket 3526 without units Bucket 3524 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V81** SS F3TRK Non FoMbCo Commercial/Fleet Light Truck sales Bucket 3416 without units Bucket 3414 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V78** SS F3TRK FoMbCo Commercial/Fleet Medium Truck sales Bucket 3756 without units Bucket 3754 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V95** SS F3TRK Non FoMbCo Commercial/Fleet Medium Truck sales Bucket 3766 without units Bucket 3764 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- G01** SS F3TRK F150 Hybrid sales Bucket 3516 without units Bucket 3514 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V77** SS F3TRK F150 Lightning (BEV) sales Bucket 3036 without units Bucket 3034 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars

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**Page 3TRK Audit Rules**

(Dealer trades gross only - are reflected in account 4640).

- V97 SS F3TRK E-Transit sales Bucket 3216 without units Bucket 3214 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
- G26 SS F3TRK Maverick Hybrid sales Bucket 3536 without units Bucket 3534 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
- G04 SS F3TRK TBD Ford Alternative Energy Truck #2 sales Bucket 3656 without units Bucket 3654 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
- G29 SS F3TRK Ford Discontinued Alternative Energy Trucks sales Bucket 3896 without units Bucket 3894 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
- G15 SS F3TRK Non FoMoCo Alternative Energy Truck sales Bucket 3476 without units Bucket 3474 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
- G79 SS F3TRK Ford Motor Company Alternative Energy Commercial/Fleet Truck sales Bucket 3136 without units Bucket 3134 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
- G80 SS F3TRK Non FoMoCo Alternative Energy Commercial/Fleet Truck sales Bucket 3146 without units Bucket 3144 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
  
  
- V70 SS F3TRK TOTAL FORD LIGHT RETAIL TRUCK UNITS OUT OF BALANCE
 

+ 3054	+ 3114	+ 2094
+ 3354	+ 3164	+ 3124
+ 3074	+ 3884	
+ 3084	+ 3914	

COMPARED TO BUCKET 8014
  
- V07 SS F3TRK TOTAL LIGHT RETAIL TRUCK UNITS OUT OF BALANCE
 

+ 8014	+ 3494
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COMPARED TO BUCKET 8994
  
- V09 SS F3TRK TOTAL FORD MEDIUMRETAIL TRUCK UNITS OUT OF BALANCE
 

+ 3564	+ 3574
--------	--------

COMPARED TO BUCKET 3584
  
- V10 SS F3TRK TOTAL MEDIUMRETAIL TRUCK UNITS OUT OF BALANCE
 

+ 3584	+ 3594
--------	--------

COMPARED TO BUCKET 3604
  
- A40 SS F3TRK TOTAL RETAIL TRUCK UNITS OUT OF BALANCE
 

+ 8994	+ 3604
--------	--------

COMPARED TO BUCKET 8974
  
- A34 SS F3TRK TOTAL COMMERCIAL/FLEET LIGHT TRUCK RETAIL UNITS OUT OF BALANCE
 

+ 3524	
+ 3414	

COMPARED TO BUCKET 3674
  
- A46 SS F3TRK TOTAL COMMERCIAL/FLEET MEDIUMTRUCK UNITS OUT OF BALANCE
 

+ 3754	+ 3764
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COMPARED TO BUCKET 3774
  
- A49 SS F3TRK TOTAL FLEET TRUCK UNITS OUT OF BALANCE
 

+ 3674	+ 3774
--------	--------

COMPARED TO BUCKET 3784
  
- V11 SS F3TRK TOTAL NEW TRUCK UNITS OUT OF BALANCE
 

+ 8974	+ 3784
--------	--------

COMPARED TO BUCKET 8914
  
- Q14 W F3TRK Total New Truck units Bucket 8454 greater than 4,000. Verify units and correct if posted wrong.
  
- G60 SS F3TRK TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK UNITS OUT OF BALANCE (WITHIN +/- \$10)
 

+3514	+3534
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Page 3TRK Audit Rules

				+3034	+3654	
				+3214	+3894	COMPARED TO BUCKET 8044
G61	SS	F3TRK	TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)			
				+3516	+3536	
				+3036	+3656	
				+3216	+3896	COMPARED TO BUCKET 8046
G62	SS	F3TRK	TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+3517	+3537	
				+3037	+3657	
				+3217	+3897	COMPARED TO BUCKET 8047
G66	SS	F3TRK	TOTAL ALTERNATIVE ENERGY RETAIL TRUCK UNITS OUT OF BALANCE (WITHIN +/- \$10)			
				+8044	+3474	
						COMPARED TO BUCKET 8984
G67	SS	F3TRK	TOTAL ALTERNATIVE ENERGY RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)			
				+8046	+3476	
						COMPARED TO BUCKET 8986
G68	SS	F3TRK	TOTAL ALTERNATIVE ENERGY RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+8047	+3477	
						COMPARED TO BUCKET 8987
G83	SS	F3TRK	TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK UNITS OUT OF BALANCE (WITHIN +/- \$10)			
				+3134	+3144	
						COMPARED TO BUCKET 3184
G84	SS	F3TRK	TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)			
				+3136	+3146	
						COMPARED TO BUCKET 3186
G85	SS	F3TRK	TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+3137	+3147	
						COMPARED TO BUCKET 3187
G69	SS	F3TRK	TOTAL NEW ALTERNATIVE ENERGY TRUCK UNITS OUT OF BALANCE (WITHIN +/- \$10)			
				+8984	+3184	
						COMPARED TO BUCKET 8904
G70	SS	F3TRK	TOTAL NEW ALTERNATIVE ENERGY TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)			
				+8986	+3186	
						COMPARED TO BUCKET 8906
G71	SS	F3TRK	TOTAL NEW ALTERNATIVE ENERGY TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+8987	+3187	+3647
						COMPARED TO BUCKET 8907
G46	SS	F3TRK	TOTAL NEW TRUCK VEHICLE UNITS OUT OF BALANCE (WITHIN +/- \$10)			
				+8914	+8904	
						COMPARED TO BUCKET 8454
G47	SS	F3TRK	TOTAL NEW TRUCK VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)			
				+8916	+8906	
						COMPARED TO BUCKET 8456
G48	SS	F3TRK	TOTAL NEW TRUCK VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)			
				+8917	+8907	+2677
						COMPARED TO BUCKET 8457

<b>A06</b>	<b>SS</b>	<b>F3TRK</b>	<b>TOTAL NEW MODEL E VEHICLES GROSS OUT OF BALANCE (WITHIN +/- \$10)</b>			
				+2247	+2277	+2077
				+2267	+2007	
						<b>COMPARED TO BUCKET 2367</b>

<b>A07</b>	<b>SS</b>	<b>F3TRK</b>	<b>TOTAL NEW MODEL E GROSS OUT OF BALANCE (WITHIN +/- \$10)</b>			
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+2367 +1333

COMPARED TO BUCKET 2757

**Changes Page 3CAR**

**NO CHANGES**

DEALER		P&A CODE				SALES CODE				MONTH	
MONTH		NEW CARS				YEAR TO DATE					
SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL CARS		UNITS	GR PVS	SALES	GROSS		
1		C06		MUSTANG		2034	D04	N40	2036	V18	2037
2		C95		FORD GT		2114	D42	A05	2116	X21	2117
3		C97		FIGO (MEXICO ONLY)		2524	D71	A98	2526	X54	2527
4		C28		FORD DISCONTINUED CAR		2124	D14	N58	2126	V41	2127
5				TOTAL FORD RETAIL CARS		2204	V01		2206	N01	2207
6		C33		LINCOLN DISCONTINUED CAR		2294	D23	N61	2296	V44	2297
7				TOTAL LINCOLN RETAIL CARS		2304	V02		2306	N02	2307
8		C20		NON FOMOCO RETAIL CAR		2894	D47	N54	2896	V32	2897
9				TOTAL RETAIL CARS		2904	V04		2906	N04	2907
10		C21		FOMOCO COMMERCIAL/FLEET CAR		2914	D48	N55	2916	V33	2917
11		C22		NON FOMOCO COMMERCIAL/FLEET CAR		2924	D49	N56	2926	V34	2927
12				TOTAL COMMERCIAL/FLEET CARS		2934	V05		2936	N05	2937
13				CAR INCENTIVES (GAS & DIESEL)							2947
14				TOTAL NEW CARS (GAS & DIESEL)		2954	V06	Q13	2956	N06	2957
15				NEW ALTERNATIVE ENERGY CARS							
16		E01		TBD FORD ALTERNATIVE ENERGY CAR #1		2544	E37	E60	2546	E81	2547
17		E02		TBD FORD ALTERNATIVE ENERGY CAR #2		2554	E38	E61	2556	E82	2557
18		E03		FORD DISCONTINUED ALTERNATIVE ENERGY CAR		2564	E39	E62	2566	E83	2567
19				TOTAL FORD ALTERNATIVE ENERGY RETAIL CARS		2574	G33		2576	G34	2577
20		E10		TBD LINCOLN ALTERNATIVE ENERGY CAR #1		2584	E40	E63	2586	E84	2587
21		E11		TBD LINCOLN ALTERNATIVE ENERGY CAR #2		2594	E41	E64	2596	E85	2597
22		E12		LINCOLN DISCONTINUED ALTERNATIVE ENERGY CAR		2614	E43	E65	2616	E86	2617
23				TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CARS		2624	G40		2626	G41	2627
24		E16		NON FOMOCO ALTERNATIVE ENERGY CARS		2634	E44	E66	2636	E87	2637
25				TOTAL ALTERNATIVE ENERGY RETAIL CARS		2644	G49		2646	G50	2647
26		C76		FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR		2854	D69	N50	2856	G55	2857
27		C77		NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR		2874	D70	N52	2876	G56	2877
28				TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CARS		2884	G72		2886	G73	2887
29				CAR INCENTIVES (ALTERNATIVE ENERGY)							2657
30				TOTAL NEW ALTERNATIVE ENERGY CARS		2714	G52		2716	G53	2717
31				CAR SUBSCRIPTION SERVICE							2867
32		C54		TOTAL NEW CARS		8354	G96		8356	G97	8357
33				TOTAL NEW VEHICLES (GAS AND DIESEL)		3344	X55		3346	X56	3347
34				TOTAL NEW ALTERNATIVE ENERGY VEHICLES		3724	G76		3726	G77	3727
35				TOTAL SUBSCRIPTION SERVICE							8237
36				DLR TRANS UNITS-YTD		3639	N15	A99			3637
37				TOTAL NEW VEHICLES		3704	V12		3706	N12	3707
38											
39											
40											
41											
42											
43											
44											
45											
46											
47				ADVERTISING							
48	NEW ADVERTISING	MTD	YTD	DIGITAL ADVERTISING				MTD	YTD	USED ADVERTISING	
49			4214	SEARCH ENGINE MARKETING (SEM)					4284		
50			4215	DISPLAY ADS/RETARGETING INC. SOCIAL					4285		
51			4216	DIGITAL RETAILING					4286		
52			4217	ONLINE REPUTATION SERVICES					4287		
53			4218	3RD PARTY LEAD PROVIDERS					4288		
54			4219	DATABASE MARKETING					4289		
55			4220	OTHER					4290		
56			4221	D88	TOTAL DIGITAL ADVERTISING						4291
57			MTD	YTD	TRADITIONAL ADVERTISING				MTD		YTD
58			4222	TV BROADCAST & CABLE					4292		
59			4223	RADIO					4293		
60			4224	DIRECT MAIL					4294		
61			4225	OTHER					4295		
62			4226	D89	TOTAL TRADITIONAL ADVERTISING					4296	
63			4227	D90	TOTAL ADVERTISING (PG 4, LINE 52)					4297	

## Page 3CAR Audit Rules

C06	W	F 3CAR	Mustang YTD units less than last month's YTD units. Verify unit counts Bucket 2034.
C95	W	F 3CAR	Ford GT units less than last month's YTD units. Verify unit counts Bucket 2114.
C97	W	F 3CAR	Figo (Mexico Only) YTD units less than last month's YTD units. Verify unit counts Bucket 2524.
C28	W	F 3CAR	Ford Discontinued Car YTD units less than last month's YTD units. Verify unit counts Bucket 2124.
C33	W	F 3CAR	Lincoln Discontinued Car YTD units less than last month's YTD units. Verify unit counts Bucket 2294.
C20	W	F 3CAR	Non FoMoCo Retail Car YTD units less than last month's YTD units. Verify unit counts Bucket 2894.
C21	W	F 3CAR	FoMoCo Commercial/Fleet cars YTD units less than last month's YTD units. Verify unit counts Bucket 2914.
C22	W	F 3CAR	Non FoMoCo Commercial/Fleet cars YTD units less than last month's YTD units. Verify unit counts Bucket 2924.
E01	W	F 3CAR	TBD Ford Alternative Energy Car #1 units less than last month's YTD units. Verify unit counts Bucket 2544.
E02	W	F 3CAR	TBD Ford Alternative Energy Car #2 units less than last month's YTD units. Verify unit counts Bucket 2554.
E03	W	F 3CAR	Ford Discontinued Alternative Energy Cars units less than last month's YTD units. Verify unit counts Bucket 2564.
E10	W	F 3CAR	TBD Lincoln Alternative Energy Car #1 units less than last month's YTD units. Verify unit counts Bucket 2584.
E11	W	F 3CAR	TBD Lincoln Alternative Energy Car #2 units less than last month's YTD units. Verify unit counts Bucket 2594.
E12	W	F 3CAR	Lincoln Discontinued Alternative Energy Cars units less than last month's YTD units. Verify unit counts Bucket 2614.
E16	W	F 3CAR	Non FoMoCo Alternative Energy Cars units less than last month's YTD units. Verify unit counts Bucket 2634.
C76	W	F 3CAR	FoMoCo Alternative Energy Commercial/Fleet Car units less than last month's YTD units. Verify unit counts Bucket 2854.
C77	W	F 3CAR	Non FoMoCo Alternative Energy Commercial/Fleet Car units less than last month's YTD units. Verify unit counts Bucket 2874.
C54	W	F 3CAR	TOTAL NEW CAR UNITS (BUCKET 8352) FOR THE MONTH LESS THAN (50) OR GREATER THAN 900.
D04	W	F 3CAR	Mustang unit count questionable. Bucket 2034 has an unreasonable figure, units are greater than 2,000. Verify unit count
D42	W	F 3CAR	Ford GT unit count questionable Bucket 2114 has an unreasonable figure, units are greater than 2,000. Verify unit count
D71	W	F 3CAR	Figo (Mexico Only) unit count questionable Bucket 2524 has an unreasonable figure, units are greater than 2,000. Verify unit count
D14	W	F 3CAR	Ford Discontinued Car unit count questionable. Bucket 2124 has an unreasonable figure, units are greater than 2,000. Verify unit count
D23	W	F 3CAR	Lincoln Discontinued Car unit count questionable. Bucket 2294 has an unreasonable figure, units are greater than 2,000. Verify unit count
D47	W	F 3CAR	Non FoMoCo Retail Car unit count questionable. Bucket 2894 has an unreasonable figure, units are greater than 2,000. Verify unit count
D48	W	F 3CAR	FoMoCo Commercial/Fleet unit count questionable. Bucket 2914 has an unreasonable figure, units are greater than 2,000. Verify unit count

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**Page 3CAR Audit Rules**

D49	W	F 3CAR	Non FoMoCo Commercial/Fleet unit count questionable. Bucket 2924 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 37	W	F 3CAR	TBD Ford Alternative Energy Car #1 unit count questionable. Bucket 2544 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 38	W	F 3CAR	TBD Ford Alternative Energy Car #2 unit count questionable. Bucket 2554 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 39	W	F 3CAR	Ford Discontinued Alternative Energy Car unit count questionable. Bucket 2564 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 40	W	F 3CAR	TBD Lincoln Alternative Energy Car #1 unit count questionable. Bucket 2584 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 41	W	F 3CAR	TBD Lincoln Alternative Energy Car #2 unit count questionable. Bucket 2594 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 43	W	F 3CAR	Lincoln Discontinued Alternative Energy Car unit count questionable. Bucket 2614 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
E 44	W	F 3CAR	Non FoMoCo Alternative Energy Cars unit count questionable. Bucket 2634 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
D69	W	F 3CAR	FoMoCo Alternative Energy Commercial/Fleet Cars unit count questionable. Bucket 2854 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
D70	W	F 3CAR	Non FoMoCo Alternative Energy Commercial/Fleet Cars unit count questionable. Bucket 2874 has an unreasonable figure, units are greater than 2,000. Verify unit count.				
<b>N01</b>	SS	F 3CAR	TOTAL NEW FORD CAR SALES RETAIL OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+ 2036</td> <td>+ 2526</td> </tr> <tr> <td>+2116</td> <td>+ 2126</td> </tr> </table> <p align="right">COMPARED TO BUCKET 2206</p>	+ 2036	+ 2526	+2116	+ 2126
+ 2036	+ 2526						
+2116	+ 2126						
<b>N02</b>	SS	F 3CAR	TOTAL NEW LINCOLN CAR SALES RETAIL OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+ 2296</td> </tr> </table> <p align="right">COMPARED TO BUCKET 2306</p>	+ 2296			
+ 2296							
<b>N04</b>	SS	F 3CAR	TOTAL NEW CAR RETAIL SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+ 2206</td> <td>+ 2896</td> </tr> <tr> <td>+ 2306</td> <td></td> </tr> </table> <p align="right">COMPARED TO BUCKET 2906</p>	+ 2206	+ 2896	+ 2306	
+ 2206	+ 2896						
+ 2306							
<b>N05</b>	SS	F 3CAR	TOTAL COMMERCIAL/FLEET CAR SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+ 2916</td> <td>+ 2926</td> </tr> </table> <p align="right">COMPARED TO BUCKET 2936</p>	+ 2916	+ 2926		
+ 2916	+ 2926						
<b>N06</b>	SS	F 3CAR	TOTAL NEW CAR SALES (INCLUDING COMMERCIAL/FLEET) OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+ 2906</td> <td>+ 2936</td> </tr> </table> <p align="right">COMPARED TO BUCKET 2956</p>	+ 2906	+ 2936		
+ 2906	+ 2936						
<b>N13</b>	SS	F 3CAR	TOTAL FORD NEW CAR GROSS DOLLARS OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+ 2037</td> <td>+ 2527</td> </tr> <tr> <td>+ 2117</td> <td>+ 2127</td> </tr> </table> <p align="right">COMPARED TO BUCKET 2207</p>	+ 2037	+ 2527	+ 2117	+ 2127
+ 2037	+ 2527						
+ 2117	+ 2127						
<b>Deleted :</b>							
+ 2157							

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**Page 3CAR Audit Rules**

- N14 SS F 3CAR TOTAL LINCOLN NEW CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+ 2297  
  
COMPARED TO BUCKET 2307
- N16 SS F 3CAR TOTAL NEW CAR RETAIL GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+ 2207 + 2897  
+ 2307  
  
COMPARED TO BUCKET 2907
- N17 SS F 3CAR TOTAL COMMERCIAL/FLEET CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+ 2917 + 2927  
  
COMPARED TO BUCKET 2937
- N18 SS F 3CAR TOTAL NEW CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+ 2907 + 2937 + 2947  
  
COMPARED TO BUCKET 2957
- N40 W F 3CAR Mustang gross questionable.  
Bucket 2037 divided by bucket 2034 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- A05 W F 3CAR Ford GT gross questionable.  
Bucket 2117 divided by bucket 2114 per unit is less than 0 or greater than \$200,000.  
Verify unit count and gross dollars.
- A98 W F 3CAR Figo (Mexico Only) gross questionable.  
Bucket 2527 divided by bucket 2524 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- N58 W F 3CAR Ford Discontinued Car gross questionable.  
Bucket 2127 divided by bucket 2124 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- N61 W F 3CAR Lincoln Discontinued Car gross questionable.  
Bucket 2297 divided by bucket 2294 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- N54 W F 3CAR Non FoMoCo Retail Car gross questionable.  
Bucket 2897 divided by bucket 2894 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- N55 W F 3CAR FoMoCo Commercial/Fleet car gross questionable.  
Bucket 2917 divided by bucket 2914 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- N56 W F 3CAR Non FoMoCo Commercial/Fleet car gross questionable.  
Bucket 2927 divided by bucket 2924 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit counts and gross dollars.
- E60 W F 3CAR TBD Ford Alternative Energy Car #1 gross questionable.  
Bucket 2547 divided by bucket 2544 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- E61 W F 3CAR TBD Ford Alternative Energy Car #2 gross questionable.  
Bucket 2557 divided by bucket 2554 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- E62 W F 3CAR Ford Discontinued Alternative Energy Car gross questionable.  
Bucket 2567 divided by bucket 2564 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.
- E63 W F 3CAR TBD Lincoln Alternative Energy Car #1 gross questionable.  
Bucket 2587 divided by bucket 2584 per unit is less than (\$1500) or greater than \$10,000.  
Verify unit count and gross dollars.

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## Page 3CAR Audit Rules

- E64 W F3CAR TBD Lincoln Alternative Energy Car #2 gross questionable. Bucket 2597 divided by bucket 2594 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
- E65 W F3CAR Lincoln Discontinued Alternative Energy Car gross questionable. Bucket 2617 divided by bucket 2614 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
- E66 W F3CAR Non FoMoCo Alternative Energy Car gross questionable. Bucket 2637 divided by bucket 2634 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
- N50 W F3CAR FoMoCo Alternative Energy Commercial/Fleet Car gross questionable. Bucket 2857 divided by bucket 2854 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
- N52 W F3CAR Non FoMoCo Alternative Energy Commercial/Fleet Car gross questionable. Bucket 2877 divided by bucket 2874 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
- V18 SS F3CAR Mustang sales Bucket 2036 without units Bucket 2034 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- X21 SS F3CAR Ford GT sales Bucket 2116 without units Bucket 2114 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- X54 SS F3CAR Figo (Mexico Only) sales Bucket 2526 without units Bucket 2524 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V41 SS F3CAR Ford Discontinued Car sales Bucket 2126 without units Bucket 2124 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V44 SS F3CAR Lincoln Discontinued Car sales Bucket 2296 without units Bucket 2294 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V32 SS F3CAR Non FoMoCo Retail Car sales Bucket 2896 without units Bucket 2894 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V33 SS F3CAR FoMoCo Commercial/Fleet car sales Bucket 2916 without units Bucket 2914 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- V34 SS F3CAR Non FoMoCo Commercial/Fleet car sales Bucket 2926 without units Bucket 2924 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars. (Dealer trades - gross only - are reflected in account 4640).
- E81 SS F3CAR TBD Ford Alternative Energy Car #1 sales Bucket 2546 without units Bucket 2544 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E82 SS F3CAR TBD Ford Alternative Energy Car #2 sales Bucket 2556 without units Bucket 2554 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E83 SS F3CAR Ford Discontinued Alternative Energy Car sales Bucket 2566 without units Bucket 2564 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).

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**Page 3CAR Audit Rules**

- E 84 SS F 3CAR TBD Lincoln Alternative Energy Car #1 sales Bucket 2586 without units Bucket 2584 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E 85 SS F 3CAR TBD Lincoln Alternative Energy Car #2 sales Bucket 2596 without units Bucket 2594 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E 86 SS F 3CAR Lincoln Discontinued Alternative Energy Car sales Bucket 2616 without units Bucket 2614 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- E 87 SS F 3CAR Non FoMoCo Alternative Energy Car sales Bucket 2636 without units Bucket 2634 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- G 55 SS F 3CAR FoMoCo Alternative Energy Commercial/Fleet Car sales Bucket 2856 without units Bucket 2854 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- G 56 SS F 3CAR Non FoMoCo Alternative Energy Commercial/Fleet Car sales Bucket 2876 without units Bucket 2874 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST ENTER** unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
- V01 SS F 3CAR NEW FORD RETAIL CAR UNITS OUT OF BALANCE
 

+ 2034	+ 2524
+ 2114	+ 2124

COMPARED TO BUCKET 2204
- V02 SS F 3CAR NEW LINCOLN RETAIL CAR UNITS OUT OF BALANCE
 

+ 2294	
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COMPARED TO BUCKET 2304
- V04 SS F 3CAR TOTAL NEW CAR RETAIL UNITS OUT OF BALANCE
 

+ 2204	+ 2894
+ 2304	

COMPARED TO BUCKET 2904
- V05 SS F 3CAR TOTAL COMMERCIAL/FLEET CAR UNITS OUT OF BALANCE
 

+ 2914	+ 2924
--------	--------

COMPARED TO BUCKET 2934
- V06 SS F 3CAR TOTAL NEW CAR UNITS OUT OF BALANCE
 

+ 2904	+ 2934
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COMPARED TO BUCKET 2954
- G 33 SS F 3CAR TOTAL FORD ALTERNATIVE ENERGY RETAIL CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)
 

+2544	+2564
+2554	

COMPARED TO BUCKET 2574
- G 34 SS F 3CAR TOTAL FORD ALTERNATIVE ENERGY RETAIL CAR SALES OUT OF BALANCE (WITHIN +/- \$10)
 

+2546	+2566
+2556	

COMPARED TO BUCKET 2576
- G 35 SS F 3CAR TOTAL FORD ALTERNATIVE ENERGY RETAIL CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)
 

+2547	+2567
+2557	

COMPARED TO BUCKET 2577

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Page 3CAR Audit Rules

- G40 SS F 3CAR TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)  
+2584 +2594 +2614  
COMPARED TO BUCKET 2624
- G41 SS F 3CAR TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CAR SALES OUT OF BALANCE (WITHIN +/- \$10)  
+2586 +2596 +2616  
COMPARED TO BUCKET 2626
- G42 SS F 3CAR TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+2587 +2597 +2617  
COMPARED TO BUCKET 2627
- G49 SS F 3CAR TOTAL ALTERNATIVE ENERGY RETAIL CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)  
+2574 +2624 +2634  
COMPARED TO BUCKET 2644
- G50 SS F 3CAR TOTAL ALTERNATIVE ENERGY RETAIL CAR SALES OUT OF BALANCE (WITHIN +/- \$10)  
+2576 +2626 +2636  
COMPARED TO BUCKET 2646
- G51 SS F 3CAR TOTAL ALTERNATIVE ENERGY RETAIL CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+2577 +2627 +2637  
COMPARED TO BUCKET 2647
- G72 SS F 3CAR TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)  
+2854 +2874  
COMPARED TO BUCKET 2884
- G73 SS F 3CAR TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR SALES OUT OF BALANCE (WITHIN +/- \$10)  
+2856 +2876  
COMPARED TO BUCKET 2886
- G74 SS F 3CAR TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+2857 +2877  
COMPARED TO BUCKET 2887
- G52 SS F 3CAR TOTAL NEW ALTERNATIVE ENERGY CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)  
+2644 +2884  
COMPARED TO BUCKET 2714
- G53 SS F 3CAR TOTAL NEW ALTERNATIVE ENERGY CAR SALES OUT OF BALANCE (WITHIN +/- \$10)  
+2646 +2886  
COMPARED TO BUCKET 2716
- G54 SS F 3CAR TOTAL NEW ALTERNATIVE ENERGY CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+2647 +2887 +2657  
COMPARED TO BUCKET 2717
- G96 SS F 3CAR TOTAL NEW CAR VEHICLE UNITS OUT OF BALANCE (WITHIN +/- \$10)  
+2954 +2714  
COMPARED TO BUCKET 8354

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**Page 3CAR Audit Rules**

G97	SS	F3CAR	TOTAL NEW CAR VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)	+2956	+2716				COMPARED TO BUCKET 8356
G98	SS	F3CAR	TOTAL NEW CAR VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2957	+2717	+2687			COMPARED TO BUCKET 8357
Q13	W	F3CAR	Total New Car units Bucket 8354 greater than 4,000. Verify units and correct if posted wrong.						
X55	SS	F3CAR	TOTAL NEW RETAIL VEHICLES (GAS & DIESEL) UNITS OUT OF BALANCE	+ 8114	+ 8914	+ 2954			COMPARED TO BUCKET 3344
X56	SS	F3CAR	TOTAL NEW RETAIL VEHICLES (GAS & DIESEL) SALES OUT OF BALANCE	+ 8116	+ 8916	+ 2956			COMPARED TO BUCKET 3346
X57	SS	F3CAR	TOTAL NEW RETAIL VEHICLES (GAS & DIESEL) GROSS OUT OF BALANCE	+ 8117	+ 8917	+ 2957			COMPARED TO BUCKET 3347
G76	SS	F3CAR	TOTAL NEW ALTERNATIVE ENERGY VEHICLE UNITS OUT OF BALANCE (WITHIN +/- \$10)	+8964	+8904	+2714			COMPARED TO BUCKET 3724
G77	SS	F3CAR	TOTAL NEW ALTERNATIVE ENERGY VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)	+8966	+8906	+2716			COMPARED TO BUCKET 3726
G78	SS	F3CAR	TOTAL NEW ALTERNATIVE ENERGY VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+8967	+8907	+2717			COMPARED TO BUCKET 3727
A72	W	F3CAR	Dealer Transfers gross questionable. Bucket 3637 divided by bucket 3639 unit is less than \$(2000) or greater than \$2000. Verify unit counts and gross dollars.						
A73	SS	F3CAR	Dealer Transfer gross Bucket 3637 without units Bucket 3639. Units are missing. Cannot show gross money without units. MUST ENTER unit counts.						
A99	SS	F3CAR	Dealer Transfers less than last months unit count. Bucket 3639 current month is less than bucket 3639 prior month. MUST ENTER YEAR TO DATE COUNT.						
N15	W	F3CAR	Total Dealer Transfer Units Bucket 3639 YTD has a unit count greater than 600. Verify Transfer units are correctly posted.						
V12	SS	F3CAR	TOTAL NEW VEHICLE UNITS OUT OF BALANCE	+ 3344	+ 3724				COMPARED TO BUCKET 3704
N12	SS	F3CAR	TOTAL NEW VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)	+ 3346	+ 3726				COMPARED TO BUCKET 3706
N24	SS	F3CAR	TOTAL NEW VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 3347	+ 3727	+ 8237	+ 3637		COMPARED TO BUCKET 3707

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Page 3CAR Audit Rules

- D88 SS F3CAR TOTAL DIGITAL ADVERTISING - NEW OUT OF BALANCE (WITHIN +/- \$10)  
+ 4214 + 4216 + 4218 + 4220  
+ 4215 + 4217 + 4219  
COMPARED TO BUCKET 4221
- D89 SS F3CAR TOTAL TRADITIONAL ADVERTISING - NEW OUT OF BALANCE (WITHIN +/- \$10)  
+ 4222 + 4224  
+ 4223 + 4225  
COMPARED TO BUCKET 4226
- D90 SS F3CAR TOTAL ADVERTISING - NEW OUT OF BALANCE (WITHIN +/- \$10)  
+ 4221 + 4226  
COMPARED TO BUCKET 4227
- D94 SS F3CAR TOTAL DIGITAL ADVERTISING - USED OUT OF BALANCE (WITHIN +/- \$10)  
+ 4284 + 4286 + 4288 + 4290  
+ 4285 + 4287 + 4289  
COMPARED TO BUCKET 4291
- D95 SS F3CAR TOTAL TRADITIONAL ADVERTISING - USED OUT OF BALANCE (WITHIN +/- \$10)  
+ 4292 + 4294  
+ 4293 + 4295  
COMPARED TO BUCKET 4296
- D96 SS F3CAR TOTAL ADVERTISING - USED OUT OF BALANCE (WITHIN +/- \$10)  
+ 4291 + 4296  
COMPARED TO BUCKET 4297

## Changes page 4

### Revised :

- U61 W 4 FBA GOLD/FBA EV/LINCOLN CPO Cars retail (Franchise Only) gross questionable. Bucket 4017 divided by Bucket 4014 gross per units is less than (\$1500) or greater than \$4,000. Verify unit counts and gross dollars.
- U60 W 4 FBA GOLD/FBA EV/LINCOLN CPO CAR S (FRANCHISE ONLY) RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS CURRENT MONTH BUCKET 4012 LESS THAN PRIOR MONTH BUCKET 4012
- U62 SS 4 FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) sales Bucket 4016 without units Bucket 4014 or vice Versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST Check unit counts and sales dollars.
- U85 W 4 FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck (Franchise Only) retail gross questionable. Bucket 4047 divided by Bucket 4044 gross per units is less than (\$1500) or greater than \$4,000. Verify unit counts and gross dollars.
- U84 W 4 FBA GOLD/FBA EV/LINCOLN CPO SUV/TRUCK (FRANCHISE ONLY) RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4042 LESS THAN PRIOR MONTH BUCKET 4042
- U86 SS 4 FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only) sales Bucket 4046 without units Bucket 4044 or vice Versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST Check unit counts and sales dollars.

DEALER				P & A CODE				SALES CODE				MONTH	PG 4		
SALES	GROSS	UNITS	GR PVS	USED VEHICLE DEPARTMENT				UNITS	GR PVS	SALES	GROSS				
				U28	USED CAR RETAIL (NON CERTIFIED)				4004	U40	U15	4006	4007		
				U29	FBA BLUE CAR RETAIL				4024	U41	U16	4026	4027		
				U60	FBA GOLD/LINCOLN/OTHER CAR				4014	U62	U61	4016	4017		
					TOTAL USED CARS RETAIL				4174	U87		4176	U88	4177	U89
				U30	USED SUV/LIGHT TRUCK RETAIL (NON CERTIFIED)				4034	U42	U17	4036	4037		
				U31	USED COMMERCIAL/FLEET				4064	U43	U18	4066	4067		
				U32	FBA BLUE SUV/TRUCK RETAIL				4064	U44	U19	4066	4067		
				U84	FBA GOLD/LINCOLN/OTHER SUV/TRUCK				4044	U86	U85	4046	4047		
					TOTAL USED SUV/TRUCKS RETAIL				4184	U90		4186	U91	4187	U92
					USED VEHICLE INCENTIVES								4077		
		U26			TOTAL USED RETAIL				4094	U37	U49	4096	U01	4097	U04
				U33	USED CAR WHOLESALE				4094	U45	U20	4096	4097		
				U34	CAR OFF LEASE				4234	U46	U21	4236	4237		
				U35	USED SUV/TRUCK WHOLESALE				4114	U47	U22	4116	4117		
				U36	SUV/TRUCK OFF LEASE				4244	U48	U23	4246	4247		
					USED VEH INVENTORY ADJ								4137		
		U27			TOTAL USED WHOLESALE				4144	U38	U82	4146	U02	4147	U05
					TOTAL USED VEHICLES				4154	U39		4156	U03	4157	U06
UNITS		COST		COST PER UNIT		C A R	RECONDITIONING ANALYSIS	SUV / TRK	UNITS		COST		COST PER UNIT		
MONTH	YTD	MONTH	YTD	MONTH	YTD				MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH
	4251	M25		4253			M27		4257	M26		4259		M28	
INCOME			UNITS		%PEN	PVR	F&I		UNITS		%PEN	PVR	INCOME		
MONTH	YTD	MONTH	YTD	YTD	MONTH	YTD	DEPARTMENT		MONTH	YTD	YTD	MONTH	YTD	MONTH	YTD
	F01	4301	F36	F20	4303	F30	FINANCE CONTRACTS		F23	4401	F33		F09	4406	F39
		4311					FIN INC ADJ							4416	
	F02	4321	F37	F21	4323	F31	INSUR CONTRACTS		F24	4421	F34		F10	4426	F40
	F05	4391	F42	F19	4393	F28	GAP INSURANCE		F18	4491	F29		F06	4496	F43
		4331					INSUR ADJ							4436	
	F03	4341	F38	F22	4343	F32	EXT SERVICE CONTR		F25	4441	F35		F11	4446	F41
		4351					EXT SERV CONTR REF							4456	
		4361					OTHER MERCHANDISE							4466	
		4371					REPO LOSS NET							4476	
		4381	F04				F&I NET INCOME							4486	F12
MONTH		YTD		PNVS		PNVS		MONTH		YTD		MONTH		YTD	
		4501	N25			TOTAL VEHICLE GROSS							4507	U07	
	( )	( 4511 )				COST OF SALES ADJ: LIFO						( )	( 4517 )		
		4521	N31			F&I NET INCOME (LINE 32)							4527	U13	
		4531	N32	NEW GROSS % SALES		TOTAL		USED GROSS % SALES					4537	U14	
		4541	N26			VEHICLE							4547	U08	
NEW VEHICLE SALES EXPENSE			% TOTAL NEW GROSS		% TOTAL USED GROSS		USED VEHICLE SALES EXPENSE								
		4551				SALESPERSON							4557		
		4561				SALES MANAGERS							4567		
		4571				F&I							4577		
		4581				PRE-DELIVERY									
	( )	( 4591 )				PRE-DELIVERY ALLOWANCES									
		4601				FREE SERVICE/MAINT & POLICY							4607		
		4611	N27			TOTAL VARIABLE EXPENSE							4617	U09	
		4621	N28			VARIABLE GROSS							4627	U10	
		4631				SALESPERSONS							4637		
		4641				SALES MANAGERS							4647		
		4651				OTHER							4657		
		4661				F&I							4667		
		4671	D93			TOTAL ADVERTISING (PG 3CAR, LINE 62)							4677	D98	
	( )	( 4691 )				ADVERTISING REBATES						( )	( 4697 )		
		4701				PROMOTION							4707		
		4711				TRAINING							4717		
		4721				DEMO EXPENSE							4727		
		4731				SERVICE LOANERS							4737		
		4741				F&I OTHER							4747		
		4751				INTEREST-FLOOR PLAN							4757		
	( )	( 4761 )				FLOOR PLAN ASSISTANCE						( )	( 4767 )		
		4771	N29			TOTAL SEM-FIXED EXPENSES							4777	U11	
		4781	N30			SELLING GROSS							4787	U12	



- F01 SS 4 New Finance contract income Bucket 4301 and zero contract count Bucket 4303. MUST Enter contract count
- F02 SS 4 New Insurance contract income Bucket 4321 and zero contract count Bucket 4323. MUST Enter contract count
- F05 SS 4 New Gap Insurance contract income Bucket 4391 and zero contract count Bucket 4393.  
MUST Enter contract count
- F03 SS 4 New Extended Service contract income Bucket 4341 and zero contract count Bucket 4343. MUST Enter contract count
- F04 SS 4 NEW F & I INCOME OUT OF BALANCE (WITHIN +/- \$10)
  - + 4301 + 4391 + 4351
  - + 4311 + 4331 + 4361
  - + 4321 + 4341 + 4371

COMPARED TO BUCKET 4381
- F09 SS 4 Used Finance contract income Bucket 4406 and zero contract count Bucket 4401. MUST Enter contract count
- F10 SS 4 Used Insurance contract income Bucket 4426 and zero contract count Bucket 4421. MUST Enter contract count
- F06 SS 4 Used Gap Insurance contract income Bucket 4496 and zero contract count Bucket 4491.  
MUST Enter contract count
- F11 SS 4 Used Extended Service contract income Bucket 4446 and zero contract count Bucket 4441.  
MUST Enter contract count
- F12 SS 4 USED F&I INCOME OUT OF BALANCE (WITHIN +/- \$10)
  - + 4406 + 4496 + 4456
  - + 4416 + 4436 + 4466
  - + 4426 + 4446 + 4476

COMPARED TO BUCKET 4486
- F20 W 4 NEW F&I UNITS FINANCE CONTRACTS FOR THE MONTH BUCKET 4302  
LESS THAN OOR GREATER THAN 1200.
- F21 W 4 NEW F&I UNITS INSURANCE CONTRACTS FOR THE MONTH BUCKET 4322  
LESS THAN OOR GREATER THAN 1200.
- F19 W 4 NEW F&I UNITS GAP INSURANCE CONTRACTS FOR THE MONTH BUCKET 4392  
LESS THAN OOR GREATER THAN 1200.
- F22 W 4 NEW F&I UNITS EXT. SERVICE CONTRACTS FOR THE MONTH BUCKET 4342  
LESS THAN OOR GREATER THAN 1200.
- F23 W 4 USED F&I UNITS FINANCE CONTRACTS FOR THE MONTH BUCKET 4400  
LESS THAN OOR GREATER THAN 1200.
- F24 W 4 USED F&I UNITS INSURANCE CONTRACTS FOR THE MONTH BUCKET 4420  
LESS THAN OOR GREATER THAN 1200.
- F18 W 4 USED F&I UNITS GAP INSURANCE CONTRACTS FOR THE MONTH BUCKET 4490  
LESS THAN OOR GREATER THAN 1200.
- F25 W 4 USED F&I UNITS EXT. SERVICE CONTRACTS FOR THE MONTH BUCKET 4440  
LESS THAN OOR GREATER THAN 1200.
- F30 W 4 NEW F&I UNITS FINANCE CONTRACTS BUCKET 4303 YTD IS LESS THAN OOR GREATER THAN 5,000.

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F31	W	4	NEW F&I UNITS INSURANCE CONTRACTS BUCKET 4323 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F28	W	4	NEW F&I UNITS GAP INSURANCE CONTRACTS BUCKET 4393 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F32	W	4	NEW F&I UNITS EXT SERVICE CONTRACT BUCKET 4343 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F33	W	4	USED F&I UNITS FINANCE CONTRACTS BUCKET 4401 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F34	W	4	USED F&I UNITS INSURANCE CONTRACTS BUCKET 4421 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F29	W	4	USED F&I UNITS GAP INSURANCE CONTRACTS BUCKET 4491 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F35	W	4	USED F&I UNITS EXT SERVICE CONTRACT BUCKET 4441 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
F36	W	4	FINANCE CONTRACTS NEW VEHICLE SALES BUCKET 4301 DIVIDED BY UNITS BUCKET 4303 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F37	W	4	INSURANCE CONTRACTS NEW VEHICLE SALES BUCKET 4321 DIVIDED BY UNITS BUCKET 4323 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F42	W	4	GAP INSURANCE CONTRACTS NEW VEHICLE SALES BUCKET 4391 DIVIDED BY UNITS BUCKET 4393 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F38	W	4	EXT.SERVICE CONTRACTS NEW VEHICLE SALES BUCKET 4341 DIVIDED BY UNITS BUCKET 4343 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F39	W	4	FINANCE CONTRACTS USED VEHICLE SALES BUCKET 4406 DIVIDED BY UNITS BUCKET 4401 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F40	W	4	INSURANCE CONTRACTS USED VEHICLE SALES BUCKET 4426 DIVIDED BY UNITS BUCKET 4421 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F43	W	4	GAP INSURANCE CONTRACTS USED VEHICLE SALES BUCKET 4496 DIVIDED BY UNITS BUCKET 4491 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
F41	W	4	EXT.SERVICE CONTRACTS USED VEHICLE SALES BUCKET 4446 DIVIDED BY UNITS BUCKET 4441 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct
M25	SS	4	Reconditioning units car Bucket 4251 and no dollars Bucket 4253 or vice versa. Reconditioning dollar cost or number of units are missing. MUST ENTER UNITS OR MONEY Verify reconditioning dollars and units entered.
M26	SS	4	Reconditioning units SUV/Truck Bucket 4257 and no dollars Bucket 4259 or vice versa. Reconditioning dollar cost or number of units are missing. Verify reconditioning dollars and units entered.
M27	W	4	Reconditioning cost per unit cars questionable. Bucket 4253 divided by Bucket 4251 is less than \$5 or greater than \$3,000. Verify reconditioning dollars and units entered.
M28	W	4	Reconditioning cost per unit SUV/Truck questionable. Bucket 4259 divided by Bucket 4257 is less than \$5 or greater than \$3,000. Verify reconditioning dollars and units entered.
N25	W	4	TOTAL NEW VEHICLE GROSS CARRY FORWARD INACCURATE (WITHIN +/- \$10) BUCKET 3707 COMPARED TO BUCKET 4501 GREATER THAN \$10
N26	SS	4	TOTAL NEW VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10) + 4501      - 4511      + 4521 COMPARED TO BUCKET 4541

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N31 W 4 TOTAL NEW F&I INCOME CARRY-FORWARD INACCURATE WITHIN +/- \$10  
BUCKET 4381 NOT EQUAL TO BUCKET 4521

N27 SS 4 TOTAL NEW VARIABLE EXPENSE OUT OF BALANCE (WITHIN +/- \$10)  
+ 4551 + 4571 - 4591  
+ 4561 + 4581 + 4601

COMPARED TO BUCKET 4611

N28	SS	4	VARIABLE GROSS NEW OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4541	- 4611		
							COMPARED TO BUCKET 4621
D93	SS	4	TOTAL ADVERTISING - NEW INACCURATE WITHIN +/- \$10				
							BUCKET 4227 NOT EQUAL TO BUCKET 4671
N29	SS	4	TOTAL NEW SEM-FIXED EXPENSE OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4631	- 4691	+ 4731	
				+ 4641	+ 4701	+ 4741	
				+ 4651	+ 4711	+ 4751	
				+ 4661	+ 4721	- 4761	
				+ 4671			
							COMPARED TO BUCKET 4771
N30	SS	4	SELLING GROSS NEW OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4621	- 4771		
							COMPARED TO BUCKET 4781
U88	SS	4	TOTAL USED CARS RETAIL SALES OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4006	+ 4016		
				+ 4026			
							COMPARED TO BUCKET 4176
U91	SS	4	TOTAL USED SUV/TRUCKS RETAIL SALES OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4036	+ 4066		
				+ 4056	+ 4046		
							COMPARED TO BUCKET 4186
U01	SS	4	TOTAL USED RETAIL SALES OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4176	+ 4186		
							COMPARED TO BUCKET 4086
U02	SS	4	TOTAL USED WHOLESALE SALES OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4096	+ 4116	+ 4126	
				+ 4106			
							COMPARED TO BUCKET 4146
U03	SS	4	TOTAL USED VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4086	+ 4146		
							COMPARED TO BUCKET 4156
U89	SS	4	TOTAL USED CAR RETAIL GROSS OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4007	+ 4027	+ 4017	
							COMPARED TO BUCKET 4177
U92	SS	4	TOTAL USED SUV/TRUCKS RETAIL GROSS OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4037	+ 4067		
				+ 4057	+ 4047		
							COMPARED TO BUCKET 4187
U04	SS	4	TOTAL USED RETAIL GROSS OUT OF BALANCE (WITHIN +/- \$10)				
				+ 4177	+ 4187	+ 4077	
							COMPARED TO BUCKET 4087

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U05	SS	4	TOTAL USED WHOLESALE GROSS OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4097	+ 4117	- 4137		
				+ 4237	+ 4247			
							COMPARED TO BUCKET 4147	
U06	SS	4	TOTAL USED VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4087	+ 4147			
							COMPARED TO BUCKET 4157	
U07	W	4	TOTAL USED VEHICLE GROSS CARRY-FORWARD INACCURATE WITHIN +/- \$10					
							BUCKET 4157 NOT EQUAL TO BUCKET 4507	
U08	SS	4	TOTAL USED VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4507	- 4517	+ 4527		
							COMPARED TO BUCKET 4547	
U09	SS	4	TOTAL USED VARIABLE EXPENSE OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4557	+ 4577	+ 4607		
				+ 4567				
							COMPARED TO BUCKET 4617	
U10	SS	4	USED VARIABLE GROSS OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4547	- 4617			
							COMPARED TO BUCKET 4627	
D98	SS	4	TOTAL ADVERTISING - USED INACCURATE WITHIN +/- \$10					
							BUCKET 4297 NOT EQUAL TO BUCKET 4677	
U11	SS	4	TOTAL USED SEMI-FIXED EXPENSE OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4637	+ 4677	+ 4727	- 4767	
				+ 4647	- 4697	+ 4737		
				+ 4657	+ 4707	+ 4747		
				+ 4667	+ 4717	+ 4757		
							COMPARED TO BUCKET 4777	
U12	SS	4	USED SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)					
				+ 4627	- 4777			
							COMPARED TO BUCKET 4787	
U13	W	4	TOTAL USED F&I NET CARRY-FORWARD INACCURATE (WITHIN +/- \$10)					
							BUCKET 4486 NOT EQUAL TO BUCKET 4527	
U14	W	4	TOTAL USED VEHICLE SALES CARRY FORWARD INACCURATE (WITHIN +/- \$10)					
							BUCKET 4156 NOT EQUAL TO BUCKET 4537	
U15	W	4	Used Car Retail (Non Certified) gross questionable. Bucket 4007 divided by Bucket 4004 gross per unit is less than (\$1500) or greater than \$4,000. Verify unit counts and gross dollars.					
U61	W	4	FBA GOLD/FBA EV/LINCOLN CPO Cars retail (Franchise Only) gross questionable. Bucket 4017 divided by Bucket 4014 gross per units is less than (\$1500) or greater than \$4,000. Verify unit counts and gross dollars.					
U16	W	4	FBA BLUE CAR RETAIL gross questionable. Bucket 4027 divided by Bucket 4024 gross per unit is less than (\$1500) or greater than \$4,000 Verify unit counts and gross dollars.					
U17	W	4	Used SUV/Truck (Non Certified) retail gross questionable. Bucket 4037 divided by Bucket 4034 gross per unit is less than					

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(\$1500) or greater than \$4,000. Verify unit counts and gross dollars.

- U85 W 4 FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck (Franchise Only) retail gross questionable. Bucket 4047 divided by Bucket 4044 gross per units is less than (\$1500) or greater than \$4,000. Verify unit counts and gross dollars.
- U18 W 4 Used Medium/Heavy truck retail gross questionable. Bucket 4057 divided by Bucket 4054 gross per unit is less than (\$1500) or greater than \$10,000. Verify unit counts and gross dollars.
- U19 W 4 FBA BLUE SUV/TRUCK RETAIL gross questionable. Bucket 4067 divided by Bucket 4064 gross per unit is less than (\$1500) or greater than \$4,500. Verify unit counts and gross dollars.
- U20 W 4 Used car wholesale gross questionable. Bucket 4097 divided by Bucket 4094 gross is less than (\$1500) or greater than \$3,000. Verify unit counts and gross dollars.
- U21 W 4 CAR OFF LEASE gross questionable. Bucket 4237 divided by Bucket 4234 gross per unit is less than (\$1500) or greater than \$3,000. Verify unit counts and gross dollars.
- U22 W 4 Used SUV/Truck wholesale gross questionable. Bucket 4117 divided by Bucket 4114 gross per unit is less than (\$1500) or greater than \$3,000. Verify unit counts and gross dollars.
- U23 W 4 SUV/TRUCK OFF LEASE gross questionable. Bucket 4247 divided by Bucket 4244 gross per unit is less than (\$1500) or greater than \$3,000. Verify unit counts and gross dollars.
- U26 W 4 TOTAL USED RETAIL UNITS BUCKET 4082 FOR THE MONTH LESS THAN (50) OR GREATER THAN 900.
- U27 W 4 TOTAL USED WHOLESALE UNITS BUCKET 4142 FOR THE MONTH LESS THAN (50) OR GREATER THAN 900.
- U28 W 4 USED CAR (NON CERTIFIED) VEHICLE ACTIVITY CAR RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS CURRENT MONTH BUCKET 4002 LESS THAN PRIOR MONTH BUCKET 4002
- U60 W 4 FBA GOLD/FBA EV/LINCOLN CPO CARS (FRANCHISE ONLY) RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS CURRENT MONTH BUCKET 4012 LESS THAN PRIOR MONTH BUCKET 4012
- U29 W 4 FBA BLUE VEHICLE ACTIVITY CAR RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4022 LESS THAN PRIOR MONTH BUCKET 4022
- U30 W 4 USED SUV/TRUCK (NON CERTIFIED) VEHICLE ACTIVITY TRUCK RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4032 LESS THAN PRIOR MONTH BUCKET 4032
- U31 W 4 USED TRUCK VEHICLE ACTIVITY COMMERCIAL TRUCK RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4052 LESS THAN PRIOR MONTH BUCKET 4052
- U84 W 4 FBA GOLD/FBA EV/LINCOLN CPO SUV/TRUCK (FRANCHISE ONLY) RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4042 LESS THAN PRIOR MONTH BUCKET 4042
- U32 W 4 FBA BLUE SUV/TRUCK RETAIL UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4062 LESS THAN PRIOR MONTH BUCKET 4062
- U33 W 4 USED CAR VEHICLE ACTIVITY CAR WHOLESALE UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4092 LESS THAN PRIOR MONTH BUCKET 4092
- U34 W 4 CAR OFF LEASE VEHICLE ACTIVITY UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4232 LESS THAN PRIOR MONTH BUCKET 4232

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**Page 4** Audit Rules

- U46 SS 4 CAR OFF LEASE sales Bucket 4236 without units Bucket 4234 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST** Check unit counts and sales dollars.
- U47 SS 4 Used SUV/Truck wholesale sales Bucket 4116 without units Bucket 4114 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST** Check unit counts and sales dollars.
- U48 SS 4 SUV/TRUCK OFF LEASE sales Bucket 4246 without units Bucket 4244 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. **MUST** Check unit counts and sales dollars.
- U49 W 4 Total Used Retail Units (Bucket 4084) . Has Year to date units greater than 3,000.  
Must check unit counts posted and correct before sending if posting is wrong.
- U82 W 4 Total Used wholesale units (Bucket 4144). Has Year to date units greater than 3,000.  
Must check unit counts posted and correct before sending if posting is wrong.



**Changes Page 5**

**NO CHANGES**

DEALER				P&A CODE				SALES CODE				MONTH				PG 5
PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT								
MDN	YTD	MON	YTD	MDN	YTD	MON	YTD	MDN	YTD	MON	YTD	MDN	YTD	MON	YTD	
1	5070		GRS%SLS	WHOLESALE *	S										GRS%SLS	
2	5071				G			LABOR RATES				RO ANALYSIS	TRAFFIC	SALES PER R O		
3	5072			WHLS JB INC	G			REPAIR	BODY	W&P	INTERNAL		RO COUNT	PARTS	LABOR	
4	5073	P04		TOTAL WHSL	G	FORD	5251 M19	5252 M20	5253 M21	5254 M22	REPAIR	M	M04	M09		
5	5074			COUNTER	S	LINC	5312 M80	5313 M81	5314 M82	5315 M83	SHOP	Y	5544	M14		
6	5075			RETAIL *	G						BODY	M	M05	M10		
7	5076	M14, M04	M09	REPAIR	S		5316	M14, M04	M09		SHOP	Y	5546	M15		
8	5077			SHOP	G		5317				W&P CLM	M	M06	M11		
9	5078	M17, M07	M12	ESP REPAIR	S		5318	M17, M07	M12		SERV	Y	5548	M16		
10	5079			SHOP	G		5319				W&P CLM	M	M44	M45		
11	5080			JOB INCENTIVE	G						B/S	Y	5550	M31		
12	5081	M16, M06	M11	WARRANTY	S		5321	M16 M06	M11		ESP	M	M07	M12		
13	5082			& POL CLM (SERV)	G		5322				REPAIR	Y	5552	M17		
14	5083	M18, M08	M13	INTERNAL	S		5323	M18, M08	M13			M	M08	M13		
15	5084			(SERVICE)	G		5324				INTERNAL	Y	5554	M18		
16				UNAPPLIED TIME	G		5325						5555			
17	5086			SUBLET	S		5326						5556			
18	5087			REPAIRS	G		5327						5557			
19	5088			OTHER	S		5328				*MEMO: OTHER FRAN PARTS DEPT.					
20	5089			MERCHANDISE	G		5329				WHOLESALE	S		5619		
21	5090	M46, M48		PARTS SALES	S		5330	M46, M48			COUNTER	S		5620		
22	5091			SERV - OTH FRANCHISE	G		5331				RETAIL	G		5621		
23	5092	P01		TOTAL PARTS	S		NON FOMOCO DUALS ONLY									
24	5093	P05		SALES-SERV	G		MEMO: OTHER FRAN PARTS PURCHASES									
25	5094	M15, M05	M10	BODY SHOP	S		MONTH	YTD					5564	M15, M05	M10	
26	5095			(METAL)	G			5385	M50				5565			
27	5096	M15, M05	M10	BODY SHOP	S		R O	TRAFFIC	SALES PER R O				5566	M15, M05	M10	
28	5097			(PAINT)	G		ANALYSIS	RO COUNT	PARTS	LABOR			5567			
29	5098	M31, M44	M45	WARRANTY &	S		SERVICE	M46	M51				5568	M31, M44	M45	
30	5099			POL CLMS (B/S)	G		OTH FRAN	5279	M48				5569			
31	5100	M18, M08	M13	INTERNAL	S		BODY RO	M47	M52				5570	M18, M08	M13	
32	5101			(BODY SHOP)	G		OTH FRAN	5281	M49				5571			
33	5102			MATERIALS	S			5284					5572			
34	5103				G			5285					5573			
35	5104	M47, M49		PARTS SALES	S								5574	M47, M49		
36	5105			BODY - OTH FRANCHISE	G		* MEMO: PRODUCTIVITY/EFFICIENCY						5575			
37	5106	P02		TOTAL PARTS	S		SERVICE TECH.		MONTH	YTD						
38	5107	P06		SALES - BODY	G		Available Clocked Hours			5496	M64	M67				
39	5108			DISCOUNTS EARNED	G		Actual Retail Hours Worked			5457	M65	M68				
40	5109			INVENTORY ADJ	G		Flat Rate Hours Sold			5458	M66	M69				
41	5110	P03		TOTAL	S			5340	S01				5580	T01		
42	5111	P07		DEPARTMENTS	G			5341	S02				5581	T02		
43	( )	( )	( )	COS LIFO												
44	5113	P11		TOTAL	G			5343	S06				5583	T06		
45	PARTS EXPENSE		%PARTS GRS			SERV SALES EXPENSE		%SERV GRS		BODY SALES EXPENSE		%BDY GRS				
46	5114			COMP - MGRS.				5344					5584			
47	5115			SAL-OTHER				5345					5585			
48	5116			COMM&INC-OTH				5346					5586			
49	5117			ADVERT/PROMO				5347					5587			
50	( )	( )	( )	ADVERTISING REBATES		( )	( )	5361	( )	( )	( )	( )	5601	( )	( )	
51	5119			TRAINING				5349					5589			
52	5120			POLICY ADJ				5350					5590			
53	5121			SERV LOANER				5351					5591			
54	5122			TOOLS & SUPP				5352					5592			
55	5123			FREIGHT				5353					5593			
56	5124			EQ. & VEH MAINT				5354					5594			
57	5125			INV CNTRL & DP				5355					5595			
58	5126			VAC/TO PAY-TECH				5356					5596			
59	5127	P08		TOT SALES EXP				5357	S03				5597	T03		
60	5128	P09		SELLING GROSS				5358	S04				5598	T04		
61	( )	( )	( )	SHOP PARTS GROSS TRANSFER				5359					5599			
62	5130	P10		ADJ SELLING GRS				5360	S05				5600	T05		

## Page 5 Audit Rules

- M04** SS 5 Repair Shop parts sales Bucket 5076 or labor sales Bucket 5316 and zero repair shop traffic count Bucket 5544. Repair shop sales are shown without showing repair shop repair order counts. **MUST** Enter repair shop RO counts.
- M05** SS 5 Body Shop parts sales Buckets 5094 OR 5096 or labor sales Buckets 5564 OR 5566 and zero body shop traffic count Bucket 5546. Body shop sales are shown without showing body shop repair order counts. **MUST** Enter body shop RO counts.
- M06** SS 5 W&P (service) parts sales Bucket 5081 or labor sales Bucket 5321 and zero W&P traffic count Bucket 5548. W&P sales are shown without showing W&P repair order counts. **MUST** Enter W&P RO counts.
- M07** SS 5 Repair shop ESP sales Bucket 5078 or labor ESP sales Bucket 5318 and zero ESP traffic count Bucket 5552. ESP sales are shown without showing ESP repair order counts. **MUST** Enter ESP RO counts.
- M08** SS 5 Internal parts sales Buckets 5083 OR 5100 or labor sales Buckets 5323 OR 5570 and zero internal traffic count Bucket 5554. Internal sales are shown without showing internal repair order counts. **MUST** Enter internal RO counts.
- M09** W 5 Combined parts and service sales per Repair Shop RO. Buckets 5076 plus 5316 divided by 5544 less than \$15 or greater than \$1,500. Verify RO count and sales dollar entries.
- M10** W 5 Combined parts and service sales per Body Shop RO. Buckets 5094 plus 5096 plus 5564 plus 5566 divided by 5546 less than \$25 or greater than \$5,000. Verify repair order count and sales dollar entries.
- M11** W 5 Combined parts, and service sales per W&P claim (service) RO. Buckets 5081 plus 5321 divided 5548 less than \$25 or greater than \$2,000. Verify repair order count and sales dollar entries.
- M12** W 5 Combined ESP parts and service sales per ESP RO. Buckets 5078 plus 5318 divided by 5552 less than \$25 or greater than \$1,500. Verify repair order count and sales dollar entries.
- M13** W 5 Combined parts, service and body shop sales per Internal RO. Buckets 5083 plus 5100 plus 5323 plus 5570 divided by 5554 less than \$10 or greater than \$1,500. Verify repair order count and sales dollar entries.
- M14** SS 5 Repair shop traffic count Bucket 5544 and no parts and no labor sales Buckets 5076 OR 5316. Sales dollars are not shown to account for repair orders shown. **MUST** Verify sales dollar and repair order count entries.
- M15** SS 5 Body Shop traffic count Bucket 5546 and no parts and no labor sales Buckets 5094 OR 5096 OR 5564 OR 5566. Sales dollars are not shown to account for repair orders shown. **MUST** Verify sales dollar and repair order count entries.
- M16** SS 5 W&P (Service) traffic count Bucket 5548 and no parts and no labor sales Buckets 5081 OR 5321. Sales dollars are not shown to account for repair orders shown. **MUST** Verify sales dollar and repair order count entries.
- M17** SS 5 ESP traffic count Bucket 5552 and no parts and no labor sales Buckets 5078 OR 5318. Sales dollars are not shown to account for repair orders shown. **MUST** Verify sales dollar and repair order count entries.
- M18** SS 5 Internal traffic count Bucket 5554 and no parts and no labor sales Buckets 5083 OR 5100 OR 5323 OR 5570. Sales dollars are not shown to account for repair orders shown. **MUST** Verify sales dollar and repair order count entries.
- M19** SS 5 Repair shop Ford labor rate questionable Bucket 5251. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- M20** SS 5 Body Shop Ford labor rate questionable Bucket 5252. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- M21** SS 5 W&P claims Ford labor rate questionable Bucket 5253. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- M22** SS 5 Internal Ford labor rate questionable Bucket 5254. Labor rate shown is Greater than \$500.00.

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## Page 5 Audit Rules

Verify labor rate entered (both dollars and cents must be entered).

- M80 SS 5 Repair shop Lincoln labor rate questionable Bucket 5312. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- M81 SS 5 Body Shop Lincoln labor rate questionable Bucket 5313. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).

## Page 5 Audit Rules

- M82** SS 5 W&P claims Lincoln labor rate questionable Bucket 5314. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- M83** SS 5 Internal Lincoln labor rate questionable Bucket 5315. Labor rate shown is Greater than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- M31** SS 5 W&P (Body) traffic count Bucket 5550 and no parts and no labor sales Buckets 5098 and 5568. Sales dollars are not shown to account for repair orders shown. MUST SHOW DOLLARS/R.O. COUNT OR IF NO MONEY REMOVE R.O. COUNT
- M44** SS 5 W&P (body) parts sales Bucket 5098 or labor sales Bucket 5568 and zero W&P traffic count Bucket 5550. W&P sales are shown without showing W&P repair order counts. Enter W&P repair order counts.
- M45** W 5 Combined parts and body shop sales per W&P claim RO Buckets 5098 plus 5568 divided by 5550 less than \$10 or greater than \$2,000. Verify RO count and sales dollar entries.
- M46** SS 5 Other Franchise Service parts sales Bucket 5090 or labor sales Bucket 5330 and zero Other Franchise traffic count Bucket 5279. Non Franchise Service sales are shown without showing Non Franchise repair order counts. MUST Enter Other Franchise Service repair order counts.
- M47** SS 5 Other Franchise Body parts sales Bucket 5104 or labor sales Bucket 5574 and zero Other Franchise Body traffic count Bucket 5281. Other Franchise Body sales are shown without showing Other Franchise Body repair order counts. MUST Enter Other Franchise Body repair order counts.
- M48** SS 5 Other Franchise Service traffic count Bucket 5279 and no parts Bucket 5090 and no labor sales Bucket 5330. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries.
- M49** SS 5 Other Franchise Body traffic count Bucket 5281 and no parts Bucket 5104 and no labor sales Bucket 5574. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries.
- M50** W 5 OTHER FRANCHISE PURCHASES UNREASONABLE  
BUCKET 5385 IS LESS THAN OR GREATER THAN 5,000,000
- M51** W 5 Combined parts and service sales per Other Franchise Service ROs Buckets 5090 plus 5330 divided by Bucket 5279 is less than \$5 or greater than \$5,000. Verify RO count and sales dollar entries.
- M52** W 5 Combined parts and service sales per Other Franchise Body Ros Buckets 5104 plus 5574 divided by Bucket 5281 is less than \$5 or greater than \$5,000. Verify RO count and sales dollar entries.
- M64** W 5 Memo: Productivity/Efficiency available clocked hours questionable. Bucket 5456 is less than 0 or greater than 75,000. Clocked hours should be posted, not dollars/payroll.
- M65** W 5 Memo: Productivity/Efficiency Actual retail hours questionable. Bucket 5457 is less than 0 or greater than 75,000. Actual hours should be posted, not dollars/payroll.
- M66** W 5 Memo: Productivity/Efficiency Flat Rate hours questionable. Bucket 5458 is less than 0 or greater than 75,000. Flat Rate hours should be posted, not dollars/payroll.
- M67** SS 5 Memo: Productivity/Efficiency Available Clocked Hours Bucket 5456 Has Values with no Values in Buckets 5457 and 5458. If you post one all must be filled out.
- M68** SS 5 Memo: Productivity/Efficiency Actual retail Hours worked Bucket 5457 Has Values with no Values in Buckets 5456 and 5458. If you post one all must be filled out.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
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## Page 5 Audit Rules

M69	SS	5	Memo: Productivity/Efficiency Flat Rate Hours worked Bucket 5458 Has Values with no Values in Buckets 5456 and 5457. If you post one all must be filled out				
P01	SS	5	TOTAL PARTS SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)	+ 5076	+ 5083	+ 5088	
				+ 5078	+ 5086	+ 5090	
				+ 5081			COMPARED TO BUCKET 5092
P02	SS	5	TOTAL PARTS SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10)	+ 5094	+ 5098	+ 5102	
				+ 5096	+ 5100	+ 5104	
							COMPARED TO BUCKET 5106
P03	SS	5	TOTAL PARTS SALES OUT OF BALANCE (WITHIN +/- \$10)	+ 5070	+ 5092	+ 5106	
				+ 5074			COMPARED TO BUCKET 5110
P04	SS	5	PARTS WHOLESALE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5071	+ 5072		
							COMPARED TO BUCKET 5073
P05	SS	5	PARTS GROSS ON SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)	+ 5077	+ 5082	+ 5089	
				+ 5079	+ 5084	+ 5091	
				+ 5080	+ 5087		COMPARED TO BUCKET 5093
P06	SS	5	PARTS GROSS ON SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10)	+ 5095	+ 5099	+ 5103	
				+ 5097	+ 5101	+ 5105	
							COMPARED TO BUCKET 5107
P07	SS	5	TOTAL PARTS GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5073	+ 5093	+ 5108	
				+ 5075	+ 5107	+ 5109	
							COMPARED TO BUCKET 5111
P08	SS	5	TOTAL PARTS SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)	+ 5114	- 5131	+ 5122	+ 5126
				+ 5115	+ 5119	+ 5123	
				+ 5116	+ 5120	+ 5124	
				+ 5117	+ 5121	+ 5125	
							COMPARED TO BUCKET 5127
P09	SS	5	PARTS SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5113	- 5127		
							COMPARED TO 5128
P10	SS	5	PARTS ADJUSTED SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5128	- 5129		
							COMPARED TO BUCKET 5130
P11	SS	5	TOTAL PARTS GROSS INCLUDING LIFO OUT OF BALANCE (WITHIN +/- \$10)	+ 5111	- 5112		
							COMPARED TO BUCKET 5113

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## Page 5 Audit Rules

S01	SS	5	TOTAL SERVICE SALES OUT OF BALANCE (WITHIN +/- \$10)	+ 5316	+ 5321	+ 5326	+ 5330	
				+ 5318	+ 5323	+ 5328	+ 5284	
								COMPARED TO BUCKET 5340
S02	SS	5	TOTAL SERVICE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5317	+ 5324	+ 5327	+ 5331	
				+ 5319	+ 5325	+ 5329	+ 5285	
				+ 5322				
								COMPARED TO BUCKET 5341
S03	SS	5	TOTAL SERVICE SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)	+ 5344	- 5361	+ 5352		
				+ 5345	+ 5349	+ 5353	+ 5356	
				+ 5346	+ 5350	+ 5354		
				+ 5347	+ 5351	+ 5355		
								COMPARED TO BUCKET 5357
S04	SS	5	SERVICE SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5343	- 5357			
								COMPARED TO BUCKET 5358
S05	SS	5	SERVICE ADJUSTED SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5358	+ 5359			
								COMPARED TO BUCKET 5360
S06	SS	5	TOTAL SERVICE GROSS OUT OF BALANCE (WITHIN +/- \$10)					
								BUCKET 5341 NOT EQUAL TO BUCKET 5343
T01	SS	5	TOTAL BODY SHOP SALES OUT OF BALANCE (WITHIN +/- \$10)	+ 5556	+ 5568	+ 5574		
				+ 5564	+ 5570			
				+ 5566	+ 5572			
								COMPARED TO BUCKET 5580
T02	SS	5	TOTAL BODY SHOP GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5555	+ 5567	+ 5573		
				+ 5557	+ 5569	+ 5575		
				+ 5565	+ 5571			
								COMPARED TO BUCKET 5581
T03	SS	5	TOTAL BODY SHOP SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)	+ 5584	- 5601	+ 5592	+ 5596	
				+ 5585	+ 5589	+ 5593		
				+ 5586	+ 5590	+ 5594		
				+ 5587	+ 5591	+ 5595		
								COMPARED TO BUCKET 5597
T04	SS	5	BODY SHOP SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5583	- 5597			
								COMPARED TO BUCKET 5598
T05	SS	5	BODY SHOP ADJUSTED SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 5598	+ 5599			
								COMPARED TO BUCKET 5600
T06	SS	5	TOTAL BODY SHOP GROSS OUT OF BALANCE (WITHIN +/- \$10)					
								BUCKET 5581 NOT EQUAL TO BUCKET 5583

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## **Page 6 Changes**

**NO CHANGES**



DEALER		P&A CODE				SALES CODE			MONTH			PG 6			
SELLADJ	SELL GRS	MONTH	YTD	MON	YTD	NEW	USED	PARTS	SERVICE	BODY	UNAPPLIED				
ALL DEPARTMENTS			6030	<b>101</b>		6120	6150	6180	6210	6240					
FIXED EXPENSE				% GROSS		DEPARTMENTAL FIXED EXPENSE ALLOCATION - YTD									
1	SAL-GEN MGR		6031			6121	6151	6181	6211	6241	6271				
2	SALARIES-Adm.		6032			6122	6152	6182	6212	6242	6272				
3	EMPLOYEE BENEFIT		6033			6123	6153	6183	6213	6243	6273				
4	PAYROLL TAXES		6034			6124	6154	6184	6214	6244	6274				
5	PENSIONS		6035			6125	6155	6185	6215	6245	6275				
6	INST. ADV&PROMD		6036			6126	6156	6186	6216	6246	6276				
7	RENT & EQUIV.		6037			6127	6157	6187	6217	6247	6277				
8	UTILITIES		6038			6128	6158	6188	6218	6248	6278				
9	TELEPHONE		6039			6129	6159	6189	6219	6249	6279				
10	TAXES		6040			6130	6160	6190	6220	6250	6280				
11	INSURANCE		6041			6131	6161	6191	6221	6251	6281				
12	OFFICE SUPPLIES		6042			6132	6162	6192	6222	6252	6282				
13	PROF. & SERV FEES		6043			6133	6163	6193	6223	6253	6283				
14	DATA PROCESSING		6044			6134	6164	6194	6224	6254	6284				
15	BAD DEBTS		6045			6135	6165	6195	6225	6255	6285				
16	CONTRIBUTIONS		6046			6136	6166	6196	6226	6256	6286				
17	INTEREST		6047			6137	6167	6197	6227	6257	6287				
18	DEPREC EQUIP		6048			6138	6168	6198	6228	6258	6288				
19	EQ & VEH MAIN GENL		6049			6139	6169	6199	6229	6259	6289				
20	TRAVEL & ENTERT		6050			6140	6170	6200	6230	6260	6290				
21	MSC. EXPENSE		6051			6141	6171	6201	6231	6261	6291				
ALLOCATION OF UNAPPLIED EXPENSE						6142	6172	6202	6232	6262	6292				
TOTAL FIXED			6053	<b>102</b>		6143	6173	6203	6233	6263	TOT APPLIED				
24	DEALER SALARY		6054			6144	6174	6204	6234	6264					
25	OPERATING PROFIT		6055	<b>103</b>		6145	<b>104</b>	6175	<b>105</b>	6205	<b>106</b>	6235	<b>107</b>	6265	<b>108</b>
NEW VEHICLE AND F & I SELLING GROSS ANALYSIS						USED						RENTAL DEPARTMENT MONTH YTD			
MONTH		YTD		MONTH		YTD		INCOME			6410				
								SALARIES			6411				
								COMMISSIONS/INCENTIVES			6412				
								OTHER EXPENSES			6413				
								TOTAL NET			6414 <b>R02</b>				
								AGREEMENTS			6415 R01				
								TOTAL F&I NET INCOME							
								F&I SELLING EXPENSES							
								F&I SELLING GROSS							
								TOTAL SELLING GROSS							
								TOTAL VEHICLES							
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I01	SS	6	SELLING GROSS ALL DEPARTMENTS OUT OF BALANCE WITHIN +/- \$100			
			+ 4781	+ 5128	+ 5598	
			+ 4787	+ 5358		
						COMPARED TO BUCKET 6030
I02	SS	6	TOTAL FIXED EXPENSES OUT OF BALANCE WITHIN +/- \$100			
			+ 6031	+ 6038	+ 6045	
			+ 6032	+ 6039	+ 6046	
			+ 6033	+ 6040	+ 6047	
			+ 6034	+ 6041	+ 6048	
			+ 6035	+ 6042	+ 6049	
			+ 6036	+ 6043	+ 6050	
			+ 6037	+ 6044	+ 6051	
						COMPARED TO BUCKET 6053
I03	SS	6	TOTAL DEPARTMENTAL OPERATING PROFIT OUT OF BALANCE WITHIN +/- \$100			
			+ 6030	- 6053	- 6054	
						COMPARED TO BUCKET 6055
I04	SS	6	NEW FIXED EXPENSE ALLOCATION OUT OF BALANCE WITHIN +/- \$100			
			+ 6120	- 6143	- 6144	
						COMPARED TO BUCKET 6145
I05	SS	6	USED FIXED EXPENSE ALLOCATION OUT OF BALANCE WITHIN +/- \$100			
			+ 6150	- 6173	- 6174	
						COMPARED TO BUCKET 6175
I06	SS	6	PARTS FIXED EXPENSE ALLOCATION OUT OF BALANCE WITHIN +/- \$100			
			+ 6180	- 6203	- 6204	
						COMPARED TO BUCKET 6205
I07	SS	6	SERVICE FIXED EXPENSE ALLOCATION OUT OF BALANCE WITHIN +/- \$100			
			+ 6210	- 6233	- 6234	
						COMPARED TO BUCKET 6235
I08	SS	6	BODY FIXED EXPENSE ALLOCATION OUT OF BALANCE WITHIN +/- \$100			
			+ 6240	- 6263	- 6264	
						COMPARED TO BUCKET 6265
M29	SS	6	RENT & EQUIVALENT DETAIL OUT OF BALANCE WITHIN +/- \$100			
			+ 6360	+ 6362	+ 6364	
			+ 6361	+ 6363		
						COMPARED TO BUCKET 6365
M30	SS	6	TOTAL FRANCHISE NEW/USED PERSONNEL OUT OF BALANCE			
			+ 6525	+ 6528	+ 6530	
			+ 6526	+ 6529		
						COMPARED TO BUCKET 6531
M32	SS	6	TOTAL F&I PERSONNEL OUT OF BALANCE			
			+ 6565	+ 6569		
			+ 6566	+ 6570		
						COMPARED TO BUCKET 6571
M33	SS	6	TOTAL RENTAL/LEASE PERSONNEL OUT OF BALANCE			
			+ 6585	+ 6589		
			+ 6586	+ 6590		
						COMPARED TO BUCKET 6591
M34	SS	6	TOTAL FRANCHISE PARTS PERSONNEL OUT OF BALANCE			
			+ 6605	+ 6609		
			+ 6606	+ 6610		
						COMPARED TO BUCKET 6611

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M35

SS

6 TOTAL FRANCHISE SERVICE PERSONNEL OUT OF BALANCE

+ 6645 + 6647 + 6649  
+ 6646 + 6648 + 6650

COMPARED TO BUCKET 6651

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M36	SS	6	TOTAL BODY PERSONNEL OUT OF BALANCE + 6685 + 6687 + 6689 + 6686 + 6688 + 6690  COMPARED TO BUCKET 6691
M37	SS	6	TOTAL ADMINISTRATIVE PERSONNEL OUT OF BALANCE + 6504 + 6509 + 6505 + 6510  COMPARED TO BUCKET 6511
M38	SS	6	TOTAL PERSONNEL OUT OF BALANCE + 6511 + 6611 + 6531 + 6651 + 6571 + 6691 + 6591  COMPARED TO BUCKET 6501
M39	SS	6	Total Personnel MISSING. Bucket 6501 is Blank Verify personnel counts (do not show ½ for part-time or split duties). Cannot submit without correction.
M73	W	6	Total Personnel Questionable. Bucket 6501 is less than 1 or greater then 500 employees. Verify personnel counts (do not show 1/2 for part time or split duties).
M40	SS	6	Stall count missing. Buckets 6750, 6760 OR 6770 are Blank. Please enter number of stalls (work stations or bays). Cannot submit without correction.
M41	W	6	Stall count questionable. Buckets 6750, 6760 OR 6770 are less than 1 or greater than 150. Verify stall count entries.
M42	SS	6	Total Franchise Salesperson Tenure Out of Balance. Sum of the tenure boxes must equal New/Used Salesperson count reported in the personnel section. Buckets 6532 plus 6533 plus 6534 plus 6535 Compared to 6526. Cannot submit without correction.
M43	SS	6	Total Franchise Service Advisor Tenure Out of Balance. Sum of the tenure boxes must equal the number of Service Advisor count reported in the personnel section. Buckets 6612 plus 6613 plus 6614 plus 6615 Compared to 6646. Cannot submit without correction.
M96	SS	6	TOTAL FRANCHISE PERSONNEL- MANAGERS SPLIT SALES FORCE OUT OF BALANCE BUCKET 6709 + 6719 + 6729 MUST COMPARE TO BUCKET 6739
M97	SS	6	TOTAL FRANCHISE PERSONNEL- SALESPERSONS SPLIT FORCE OUT OF BALANCE BUCKET 6710 + 6720 + 6730 MUST COMPARE TO BUCKET 6740
M98	SS	6	Personnel Franchise N/U Management count not equal to Total Managers Split Force total. Verify personnel counts. Bucket 6525 MUST Compare to 6739
M99	SS	6	Personnel Franchise N/U Salesperson count not equal to Total Salesperson Split Force total. Verify personnel counts. Bucket 6526 MUST Compare to 6740
M56	W	6	Salesperson Turnover Hired YTD Buckets 6536 has an unreasonable figure Buckets 6536 is greater than 600.
M57	W	6	Salesperson Turnover Term. YTD Bucket 6537 has an unreasonable figure Bucket 6537 is greater than 600.
M58	W	6	Service Advisor Turnover Hired YTD Buckets 6616 has an unreasonable figure Buckets 6616 is greater than 600.
M59	W	6	Service Advisor Turnover Term. YTD Bucket 6617 has an unreasonable figure Bucket 6617 is greater than 600.

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R01	W	6	RENTAL INCOME UNREASONABLE BUCKET 6415 IS LESS THAN OOR GREATER THAN 10,000
R02	SS	6	RENTAL INCOME OUT OF BALANCE (WITHIN +/- \$10) + 6410 + 6411 + 6412 + 6413  COMPARED TO BUCKET 6414
R31	W	6	RENTAL INVENTORY ANALYSIS - CAR TOTAL UNITS @ EOM(BUCKET 6420) LESS THAN OOR GREATER THAN 5,000.
R32	W	6	RENTAL INVENTORY ANALYSIS - CAR TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6421) LESS THAN OOR GREATER THAN 15,000.
R33	W	6	RENTAL INVENTORY ANALYSIS - CAR CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6422) LESS THAN OOR GREATER THAN 20,000.
R34	W	6	RENTAL INVENTORY ANALYSIS - CAR SERVICE LOANER-PAID DAYS/MO (BUCKET 6423) LESS THAN OOR GREATER THAN 20,000.
R35	W	6	RENTAL INVENTORY ANALYSIS - CAR DEALER-PAID DAYS/MO (BUCKET 6424) LESS THAN OOR GREATER THAN 20,000.
R36	W	6	RENTAL INVENTORY ANALYSIS - CAR NON-UTILIZED DAYS/MO (BUCKET 6425) LESS THAN OOR GREATER THAN 20,000.
R37	W	6	RENTAL INVENTORY ANALYSIS - TRUCK TOTAL UNITS @ EOM(BUCKET 6430) LESS THAN OOR GREATER THAN 5,000.
R38	W	6	RENTAL INVENTORY ANALYSIS - TRUCK TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6431) LESS THAN OOR GREATER THAN 15,000.
R39	W	6	RENTAL INVENTORY ANALYSIS - TRUCK CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6432) LESS THAN OOR GREATER THAN 20,000.
R40	W	6	RENTAL INVENTORY ANALYSIS - TRUCK SERVICE LOANER-PAID DAYS/MO (BUCKET 6433) LESS THAN OOR GREATER THAN 20,000.
R41	W	6	RENTAL INVENTORY ANALYSIS - TRUCK DEALER-PAID DAYS/MO (BUCKET 6434) LESS THAN OOR GREATER THAN 20,000.
R42	W	6	RENTAL INVENTORY ANALYSIS - TRUCK NON-UTILIZED DAYS/MO (BUCKET 6435) LESS THAN OOR GREATER THAN 20,000.
R43	W	6	RENTAL INVENTORY ANALYSIS - SUV- TOTAL UNITS @ EOM(BUCKET 6440) LESS THAN OOR GREATER THAN 5,000.
R44	W	6	RENTAL INVENTORY ANALYSIS - SUV- TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6441) LESS THAN OOR GREATER THAN 15,000.
R45	W	6	RENTAL INVENTORY ANALYSIS - SUV- CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6442) LESS THAN OOR GREATER THAN 20,000.
R46	W	6	RENTAL INVENTORY ANALYSIS - SUV- SERVICE LOANER-PAID DAYS/MO (BUCKET 6443) LESS THAN OOR GREATER THAN 20,000.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION

R47	W	6	RENTAL INVENTORY ANALYSIS - SUV- DEALER-PAID DAYS/MO (BUCKET 6444) LESS THAN OOR GREATER THAN 20,000.
R48	W	6	RENTAL INVENTORY ANALYSIS - SUV- NON-UTILIZED DAYS/MO (BUCKET 6445) LESS THAN OOR GREATER THAN 20,000.
R49	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER TOTAL UNITS @ EOM (BUCKET 6450) LESS THAN OOR GREATER THAN 20,000.
R50	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6451) LESS THAN OOR GREATER THAN 1200.
R51	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6452) LESS THAN OOR GREATER THAN 2,000.
R52	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER SERVICE LOANER-PAID DAYS/MO (BUCKET 6453) LESS THAN OOR GREATER THAN 2,000.
R53	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER DEALER-PAID DAYS/MO (BUCKET 6454) LESS THAN OOR GREATER THAN 2,000.
R54	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER NON-UTILIZED DAYS/MO (BUCKET 6455) LESS THAN OOR GREATER THAN 2,000.
R67	SS	6	TOTAL UNIT DAYS AVAIL/MO - CAR (BUCKET 6421) IS BLANK COMPARED TO BUCKET 6420 RENTAL CAR UNITS MUST SHOW TOTAL UNIT DAYS AVAILABLE. UNITS POSTED WITHOUT DAYS AVAILABLE POSTED
R68	SS	6	TOTAL UNIT DAYS AVAIL/MO- TRUCK (BUCKET 6431) IS BLANK COMPARED TO BUCKET 6430 RENTAL TRUCK UNITS MUST SHOW TOTAL UNIT DAYS AVAILABLE. UNITS POSTED WITHOUT DAYS AVAILABLE POSTED
R69	SS	6	TOTAL UNIT DAYS AVAIL/MO - SUV (BUCKET 6441) IS BLANK COMPARED TO BUCKET 6440 SUV UNITS MUST SHOW TOTAL UNIT DAYS AVAILABLE. UNITS POSTED WITHOUT DAYS AVAILABLE POSTED
R88	SS	6	TOTAL UNIT DAYS AVAIL/MO - SERVICE LOANER (BUCKET 6451) IS BLANK COMPARED TO BUCKET 6450 SERVICE LOANER UNITS MUST SHOW TOTAL UNIT DAYS AVAILABLE. UNITS POSTED WITHOUT DAYS AVAILABLE POSTED
M92	SS	6	*Memo: Utility Expense Total Out of Balance + 6485 + 6491 + 6487 + 6493 + 6489 COMPARED TO BUCKET 6495

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION

**NO CHANGES**

DEALER	P&A CODE				SALES CODE				MONTH				PG 7 QL																																																																																
	MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD																																																																																	
MEMO: QUICK LANE (CANADA & US)													REPAIR ORDERS																																																																																
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														RO COUNT	PARTS	LABOR																																																																													
													RETAIL SHOP SALES	M 7684	K-69	K-35																																																																													
													ESP/ESC/	M 7685	K-70																																																																														
PARTS DEPARTMENT																																																																																													
7	7096	GRS%SL	5402	PARTS	S																																																																																								
8	7097			WHOLESALE	G																																																																																								
9	7072		5422	PARTS	S																																																																																								
10	7073			COUNTER RETAIL	G	SERVICE DEPARTMENT		GRS%SL																																																																																					
11	7076	K-14	K-35	5435	RETAIL SHOP	S	7376	K-14	K-35																																																																																				
12	7077			SALES	5706	G	7377																																																																																						
13	7078	K-14	K-35	5436	TIRE	S	7378	K-14	K-35																																																																																				
14	7079			SALES	5706	G	7379																																																																																						
15	7080	K-15	K-36	5445	ESP,ESC,QFC	S	7380	K-15	K-36																																																																																				
16	7081			SALES	5715	G	7381																																																																																						
17	7074	K-23	K-37	5462	WARRANTY	S	7374	K-23	K-37																																																																																				
18	7075			SALES	5722	G	7375																																																																																						
19	7082	K-16	K-38	5475	INTERNAL	S	7382	K-16	K-38																																																																																				
20	7083			SALES	5735	G	7383																																																																																						
21	7084	K-16	K-38	5476	INTERNAL	S	7384	K-16	K-38																																																																																				
22	7085			TIRE SALES	5734	G	7385																																																																																						
23				UNAPPLIED TIME	6741	G	7373																																																																																						
24	7086			5485		S	7386																																																																																						
25	7087			SUBLET SALES	5755	G	7387																																																																																						
26	7088	K-17		5492	OTHER	S	7388	K-17	K-39																																																																																				
27	7089			MERCHANDISE	5761	G	7389																																																																																						
28	7090			5545		S	7390																																																																																						
29	7091			MATERIALS	5781	G	7391																																																																																						
30	7092			6565	DISCOUNTS EARNED	G																																																																																							
31	7093			6585	INVENT ADJ	G																																																																																							
32	7094	K-01, K-27, K-60		TOTAL		S	7394	K-03, K-29, K-62																																																																																					
33	7095	K-02, K-28, K-61		DEPARTMENTS		G	7395	K-04, K-30, K-63																																																																																					
34	PARTS SALES EXPENSE		% PARTS GRS	QUICK LANE	SERVICE SALES EXPENSE		%SERV GRS	BAD DEBT																																																																																					
35	7098			SALARIES-MGRS	7900		7397	CONTRIBUTIONS 8766																																																																																					
36	7099			SALARIES-TECH	7902,10		7398	DEPREC EQUIP 8806																																																																																					
37	7100			COMM&INC-MGRS	7905		7399	TRAVEL & ENTERT 8826																																																																																					
38	7101			COMM&INC-TECH	7907,20		7400	MSC EXPENSE 8841																																																																																					
39	7102			ADVERT/PROMD	7900,31		7401	TOT FIXED EXP 7975 K-24, K-33, K-																																																																																					
40	7103			TRAINING	7940		7402	SERVICE ALLOCATION FIXED EXPENSES																																																																																					
41	7104			POLICY ADJ	7950		7403																																																																																						
42	7105			TOOLS & SUPP	7970		7404	SALARIES 8005																																																																																					
43	7106			FREIGHT/HANDLING	7971		7405	BENEFITS 8045																																																																																					
44	7107			EQ. & VEH MAINT	7980		7406	PAYROLL TAXES 8105																																																																																					
45	7108			INV CNTRL & DP	7985		7407	PENSIONS 8205																																																																																					
46	7109			VAC/TO PAY-TECH	7990		7408	RENT & LEASE 8345																																																																																					
47	7110	K43, K45, K47, K48, K74		TOT SALES EXP			7409	DEP BLDG & IMP 8365																																																																																					
48	7111	K44, K46, K75		SELLING GROSS			7410	AMORT of IMPR 8305																																																																																					
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K01	W	7QL	MEMO: QUICK LANE TOTAL DEPARTMENTS PARTS SALES BUCKET 7094 HAS AN INVALID VALUE. BUCKET 7094 IS GREATER THAN BUCKET 5110
K02	W	7QL	MEMO: QUICK LANE TOTAL DEPARTMENTS PARTS GROSS BUCKET 7095 HAS AN INVALID VALUE. BUCKET 7095 IS GREATER THAN BUCKET 5113
K03	W	7QL	MEMO: QUICK LANE TOTAL DEPARTMENTS SERVICE SALES BUCKET 7394 HAS AN INVALID VALUE. BUCKET 7394 IS GREATER THAN BUCKET 5340
K04	W	7QL	MEMO: QUICK LANE TOTAL DEPARTMENTS SERVICE GROSS BUCKET 7395 HAS AN INVALID VALUE. BUCKET 7395 IS GREATER THAN BUCKET 5341
K05	W	7QL	MEMO: QUICK LANE TOTAL SALES EXP SERVICE DEPARTMENT BUCKET 7409 HAS AN INVALID VALUE. BUCKET 7409 IS GREATER THAN BUCKET 5357
K06	W	7QL	MEMO: QUICK LANESELLING GROSS SERVICE DEPARTMENT BUCKET 7410 HAS AN INVALID VALUE. BUCKET 7410 IS GREATER THAN BUCKET 5358
K07	W	7QL	MEMO: QUICK LANE SERVICE FIXED EXP BUCKET 7881 HAS AN INVALID VALUE. BUCKET 7881 IS GREATER THAN BUCKET 6053
K10	W	7QL	Sales shop traffic count Bucket 7684 and no parts and no labor sales Buckets 7076 plus 7376 plus 7078 plus 7378. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries.
K11	W	7QL	ESP/ESC/QFC traffic count Bucket 7686 and no parts and no labor sales Buckets 7080 and 7380. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries
K12	W	7QL	Internal traffic count Bucket 7688 and no parts and no labor sales Buckets 7082, 7084, 7382 and 7384. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries
K13	W	7QL	Other Merchandise traffic count Bucket 7690 and no labor sales Buckets 7388. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries.
K14	W	7QL	Quick Lane Sales Shop Buckets 7076 plus 7376 plus 7078 and 7378 and no R.O. traffic count Bucket 7684 Sales dollars are shown without repair order tickets. Verify sales dollar and repair order count entries.
K15	W	7QL	Quick Lane ESP/ESC/QFC Sales Buckets 7080 plus 7380 and no R.O.. traffic count Bucket 7686 Sales dollars are shown without repair order tickets. Verify sales dollar and repair order count entries.
K16	W	7QL	Quick Lane Internal sales Buckets 7082 plus 7084 plus 7382 and 7384 and no R.O.. traffic count Bucket 7688 Sales dollars are shown without repair order tickets. Verify sales dollar and repair order count entries.
K17	W	7QL	Quick Lane Other Merchandise Labor sales Buckets 7388 and no R.O.. traffic count Bucket 7690 Sales dollars are shown without repair order tickets. Verify sales dollar and repair order count entries.
K20	W	7QL	Quick Lane personnel. If buckets 7094, 7095 Parts or 7394, 7395 Service or bucket 7111 Parts Selling Gross or bucket 7975 Parts Fixed Expense, or bucket 7410 Service Sales Gross or buckets 7881 Service Fixed Expense has money posted, than buckets 7501 or, 7502 or, 7503 or, 7504 MUST post personnel that applies to Quick Lane employees.
K21	W	7QL	Quick Lane Stall Counts. If buckets 7094, 7095 Parts or 7394, 7395 Service or bucket 7111 Parts Selling Gross or bucket 7975 Parts Fixed Expense, or bucket 7410 Service Sales Gross, or bucket 7881 Service Fixed Expense has money posted, you MUST post bucket 7510 for Stall Count ( working bays for service).
K22	W	7QL	Quick Lane Warranty traffic count Bucket 7692 and no parts and no labor sales Buckets 7074 Plus 7374. Sales dollars are not shown to account for repair orders shown. Verify sales dollar and repair order count entries.
K23	W	7QL	Quick Lane Warranty Sales Buckets 7074 and/or 7374 and no R.O. traffic count Bucket 7692 Sales dollars are shown without repair order tickets. Verify sales dollar and repair order count entries.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

K24	W	7QL	MEMO: QUICK LANE PARTS FIXED EXP BUCKET 7975 HAS AN INVALID VALUE. BUCKET 7975 IS GREATER THAN BUCKET 6053
K25	W	7QL	QUICK LANE personnel out of balance. 7501 +7503 +7502 +7504  Compared to Bucket 7505
K27	W	7QL	Quick Lane Parts Sales out of balance. Buckets 7096, 7072, 7076, 7078, 7080, 7074, 7082, 7084, 7086, 7088, 7090  Compared to Bucket 7094
K28	W	7QL	Quick Lane Parts Gross out of balance. Buckets 7097, 7073, 7077, 7079, 7081, 7075, 7083, 7085, 7087, 7089, 7091, 7092, 7093.  Compared to Bucket 7095
K29	W	7QL	Quick Lane Service Sales out of balance. Buckets 7376, 7378, 7380, 7374, 7382, 7384, 7386, 7388, 7390  Compared to Bucket 7394
K30	W	7QL	Quick Lane Service Gross out of balance. Buckets 7377, 7379, 7381, 7375, 7383, 7385, 7373, 7387, 7389, 7391  Compared to Bucket 7395
K31	W	7QL	Quick Lane Service Expense out of balance. Buckets 7397, 7398, 7399, 7400, 7401, 7402, 7403, 7404 7405, 7406, 7407, 7408.  Compared to Bucket 7409
K32	W	7QL	Quick Lane Service Selling Expense out of balance. Bucket 7395 minus bucket 7409  Compared to Bucket 7410
K33	W	7QL	Quick Lane Parts Allocation Fixed Expense out of balance. Buckets 7951, 7952, 7953, 7954, 7955, 7956, 7957, 7958, 7959, 7960, 7961, 7962, 7963, 7964, 7965, 7966, 7967, 7968, 7969, 7970.  Compared to Bucket 7975
K34	W	7QL	Quick Lane Service Allocation Fixed Expense out of balance. Buckets 7861, 7862, 7863, 7864, 7865, 7866, 7867, 7868, 7869, 7870, 7871, 7872, 7873, 7874, 7875, 7876, 7877, 7878, 7879, 7880  Compared to Bucket 7881
K-35	W		Quick Lane Retail Shop /Tire Sales per Retail shop R.O. counts questionable. Buckets 7076 plus 7376 plus 7078 plus 7378 divided by R.O. bucket 7684 is less than \$15 or greater than \$500. Verify R.O. counts and/or sales dollars for correct posting.
K-36	W		Quick Lane ESP Sales per ESP R.O. counts questionable. Buckets 7080 plus 7380 divided by R.O. bucket 7686 is less than \$15 or greater than \$500. Verify R.O. counts and/or sales dollars for correct posting.
K-37	W		Quick Lane Warranty Sales per Warranty R.O. counts questionable. Buckets 7074 plus 7374 divided by R.O. bucket 7692 is less than \$10 or greater than \$2,000. Verify R.O. counts and/or sales dollars for correct posting.
K-38	W		Quick Lane Internal Sales /Internal Tire Sales per Internal R.O. counts questionable. Buckets 7082 plus 7382 plus 7084 plus 7384 divided by R.O. bucket 7688 is less than \$10 or greater than \$1,500. Verify R.O. counts and/or sales dollars for correct posting.
K-39	W		Quick Lane Other Merchandise Sales Service per Other Merchandise R.O. counts questionable. Bucket 7388 divided by R.O. bucket 7690 is less than \$10 or greater than \$500. Verify R.O. counts and/or sales dollars for correct posting.
K-40	W		Quick Lane Service Sales per Service Expense questionable. Bucket 7394 Sales has dollars and no Expenses posted in Bucket 7409. Must show your Expenses regarding Quick Lane Service Sales.
K-41	W		Quick Lane Service Gross per Service Gross Expense questionable. Bucket 7395 Sales has dollars and no Expenses posted in Bucket 7409. Must show your Expenses for Quick Lane.
K-42	W		Quick Lane Service Expense per Service Fixed Expenses questionable. Bucket 7394 Sales Expense has dollars and no Fixed Expenses posted in Bucket 7881. Must show your Fixed Expenses for Quick Lane.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING

**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

**Page 7** EDIT ERROR EXPLANATIONS 2011

- K43 W MEMO: QUICK LANE TOTAL PARTS EXP SERVICE DEPARTMENT BUCKET 7110 HAS AN INVALID VALUE. BUCKET 7110 IS GREATER THAN BUCKET 5127
- K44 W MEMO: QUICK LANE SELLING GROSS PARTS DEPARTMENT BUCKET 7111 HAS AN INVALID VALUE. BUCKET 7111 IS GREATER THAN BUCKET 5128
- K45 W Quick Lane Parts Expense out of balance. Buckets 7098, 7099, 7100, 7101, 7102, 7103, 7104, 7105, 7106, 7107, 7108, 7109.  
Compared to Bucket 7110
- K46 W Quick Lane Parts Selling Expense out of balance. Bucket 7095 minus bucket 7110  
Compared to Bucket 7111
- K47 W Quick Lane Parts Sale per Total Sales Expense questionable. Bucket 7094 Sales has dollars and no Expenses posted in Bucket 7110. Must show your Expenses regarding Quick Lane Part Sales.
- K48 W Quick Lane Parts Gross per Parts Gross Expense questionable. Bucket 7095 Sales has dollars and no Expenses posted in Bucket 7110. Must show your Expenses for Quick Lane.

**\*When submitting multiple Quick Lanes, each sub Quick Lane totals added together must equal the main Page 7 Totals.**

**7a = 1st singular Quick Lane**

**7b = 2nd singular Quick Lane**

**7c = 3rd singular Quick Lane**

**ETC.....**

- K60 W 7QL Quick Lane Parts Sales out of balance. 7a, 7b, 7c, etc, buckets 7094 must equal bucket 7094 main total Page 7 Quick Lane
- K61 W 7QL Quick Lane Parts Gross out of balance. 7a, 7b, 7c, etc, buckets 7095 must equal bucket 7095 main total Page 7 Quick Lane
- K62 W 7QL Quick Lane Service Sales out of balance. 7a, 7b, 7c, etc, buckets 7394 must equal bucket 7394 main total Page 7 Quick Lane
- K63 W 7QL Quick Lane Service Gross out of balance. 7a, 7b, 7c, etc, buckets 7395 must equal bucket 7395 main total Page 7 Quick Lane
- K64 W 7QL Quick Lane Service Expense out of balance. 7a, 7b, 7c, etc, buckets 7409 must equal bucket 7409 main total Page 7 Quick Lane
- K65 W 7QL Quick Lane Service Selling Gross out of balance. 7a, 7b, 7c, etc, buckets 7410 must equal bucket 7410 main total Page 7 Quick Lane
- K66 W 7QL Quick Lane personnel out of balance. 7a, 7b, 7c, etc, buckets 7505 must equal bucket 7505 main total Page 7 Quick Lane
- K67 W 7QL Quick Lane Parts Allocation Fixed Expense out of balance. 7a, 7b, 7c, etc, buckets 7975 must equal bucket 7975 main total Page 7 Quick Lane
- K68 W 7QL Quick Lane Service Allocation Fixed Expense out of balance. 7a, 7b, 7c, etc, buckets 7881 must equal bucket 7881 main total Page 7 Quick Lane
- K69 W 7QL Quick Lane Repair Shop RO's out of balance. 7a, 7b, 7c, etc, buckets 7684 must equal bucket 7684 main total Page 7 Quick Lane
- K70 W 7QL Quick Lane ESP/ESC/QFC RO's out of balance. 7a, 7b, 7c, etc, buckets 7686 must equal bucket 7686 main total Page 7 Quick Lane
- K71 W 7QL Quick Lane Internal RO's out of balance. 7a, 7b, 7c, etc, buckets 7688 must equal bucket 7688 main total Page 7 Quick Lane
- K72 W 7QL Quick Lane Other Merchandise RO's out of balance. 7a, 7b, 7c, etc, buckets 7690 must equal bucket 7690 main total Page 7 Quick Lane
- K73 W 7QL Quick Lane Warranty Sales RO's out of balance. 7a, 7b, 7c, etc, buckets 7692 must equal bucket 7692 main total Page 7 Quick Lane
- K74 W 7QL Quick Lane Parts Expense out of balance. 7a, 7b, 7c, etc, buckets 7110 must equal bucket 7110 main total Page 7 Quick Lane

K75 W 7QL Quick Lane Parts Selling Gross out of balance. 7a, 7b, 7c, etc, buckets 7111 must equal bucket 7111  
main total Page 7 Quick Lane

NO CHANGES

DEALER				P & A CODE				SALES CODE				MONTH				PGB					
MONTH				MEMO: NEW COMMERCIAL/FLEET VEHICLES								YTD									
SALES		GROSS		UNITS		GR PVS		NEW COMMERCIAL/FLEET COMBINED								SALES		GROSS			
				CF01				MUSTANG				2144	CF02	CF04	2146	CF03	2147				
								TOTAL COMMERCIAL/FLEET CARS								2164	CF05	2166	CF06	2167	CF07
				CF08				EDGE				2214	CF15	CF22	2216	CF29	2217				
				CF09				ESCAPE				2354	CF16	CF23	2356	CF30	2357				
				CF10				EXPLORER				2414	CF17	CF24	2416	CF31	2417				
				CF11				EXPEDITION				2424	CF18	CF25	2426	CF32	2427				
				CF12				BRONCO SPORT				2534	CF19	CF26	2536	CF33	2537				
				CF13				BRONCO				2604	CF20	CF27	2606	CF34	2607				
				CF14				MUSTANG MACH-E				2694	CF21	CF28	2696	CF35	2697				
								TOTAL COMMERCIAL/FLEET SUV								2704	CF36	2706	CF37	2707	CF38
				CF39				E - SERIES				2724	CF49	CF59	2726	CF69	2727				
				CF40				RANGER				2734	CF50	CF60	2736	CF70	2737				
				CF41				F150 (ICE)				2764	CF51	CF61	2766	CF71	2767				
				CF42				F150 LIGHTNING (BEV)				2774	CF52	CF62	2776	CF72	2777				
				CF43				TRANSIT CONNECT				2784	CF53	CF63	2786	CF73	2787				
				CF44				TRANSIT VAN (ICE)				2794	CF54	CF64	2796	CF74	2797				
				CF45				E-TRANSIT (BEV)				2804	CF55	CF65	2806	CF75	2807				
				CF46				MAVERICK				2684	CF56	CF66	2686	CF76	2687				
				CF47				SUPER DUTY F250-350				3224	CF57	CF67	3226	CF77	3227				
				CF48				SUPER DUTY F450-750				3244	CF58	CF68	3246	CF78	3247				
								TOTAL COMMERCIAL/FLEET TRUCKS								3284	CF79	3286	CF80	3287	CF81
								COMMERCIAL/FLEET INCENTIVES												3367	
								COMMERCIAL/FLEET SUBSCRIPTION SERVICE												3797	
								TOTAL COMMERCIAL/FLEET VEHICLES								3984	CF82	3986	CF83	3987	CF84
INCOME		UNITS				%PEN	PCFV		F&I DEPARTMENT COMMERCIAL VEHICLES												
MONTH	YTD	MONTH	YTD	YTD	MONTH	YTD	FINANCE CONTRACTS														
4809	CE 01	CE 06	4822	CE 10	CE 14	FINANCE INCOME ADJ															
4810						INSURANCE CONTRACTS															
4811	CE 02	CE 07	4823	CE 11	CE 15	GAP INSURANCE															
4812	CE 03	CE 08	4824	CE 12	CE 16	INSURANCE ADJ															
4813						EXT SERVICE CONTRACTS															
4814	CE 04	CE 09	4825	CE 13	CE 17	EXT SERVICE CONTRAT REFUND															
4815						OTHER MERCHANDISE															
4816						F&I NET INCOME															
4817	CE 05																				
MONTH		YTD		PCFV		COMMERCIAL/FLEET SEM FIXED EXPENSES															
				MONTH	YTD	TOTAL COMMERCIAL/FLEET VEHICLE GROSS															
4872						F&I NET INCOME COMMERCIAL/FLEET (LINE 35)															
4873						TOTAL COMMERCIAL/FLEET VEHICLE															
4874		GROSS % SALES		S		TOTAL COMMERCIAL/FLEET VEHICLE															
4875		CE 18		G																	
NEW & USED COMMERCIAL/FLEET VEHICLE SALES EXPENSE				% TOTAL GROSS				SALESPERSON													
4876						SALES MANAGERS															
4877						F&I															
4878						PRE-DELIVERY															
4879						PRE-DELIVERY ALLOWANCES															
4880						FREE SERVICE/MAINT & POLICY															
4881						TOTAL VARIABLE EXPENSE															
4882		CE 19				TOTAL ADVERTISING (PG 3CAR, LINE 62)															
4883		CE 20				SALESPERSONS															
4884						SALES MANAGERS															
4885						F&I															
4886						TOTAL ADVERTISING (PG 3CAR, LINE 62)															
4887						ADVERTISING REBATES															
4888						PROMOTION															
4889						SERVICE LOANERS															
4890						F&I OTHER															
4891						INTEREST-FLOOR PLAN															
4892																					
COMMERCIAL/FLEET FIXED EXPENSES				COMMERCIAL/FLEET OPERATING SUMMARY																	
		MTD		YTD		TOTAL SALES - MTD		TOTAL SALES - YTD													
SALARIES				6660		1851		1851													
BENEFITS				6661		TOTAL GROSS - MTD		TOTAL GROSS - YTD													
PAYROLL TAXES				6662		1853		1853													
PENSIONS				6663		TOTAL SELLING EXPENSE - MTD		TOTAL SELLING EXPENSE - YTD													
RENT & LEASE				6664		1855		1855													
DEP BLDG & IMP				6665		SELLING GROSS - MTD		SELLING GROSS - YTD													
AMORT OF IMPR				6666		1857		1857													
INSURANCE BLDGS				6667		TOTAL FIXED EXPENSE - MTD		TOTAL FIXED EXPENSE - YTD													
TAXES REAL ESTATE				6668		1859		1859													
MAIN BLDGS				6669		DEALER SALARY - MTD		DEALER SALARY - YTD													
UTILITIES				6670		1861		1861													
TELEPHONE				6671		OPERATING PROFIT - MTD		OPERATING PROFIT - YTD													
TAXES EXCL INCOME REAL ESTATE				6672		1863		1863													
OFFICE SUPPLIES				6673																	
PROF & SERV FEES				6674																	
BAD DEBT				6675																	
CONTRIBUTIONS				6676																	
DEPREC EQUIP				6677																	
TRAVEL & ENTERT				6678																	
MSC EXPENSE				6679																	
TOTAL FIXED EXPENSE				6680		CE 23															
DEALER SALARY				6681																	
OPERATING PROFIT				6682																	
COMMERCIAL/FLEET PERSONNEL																					
CVC ADMN				6793																	
CVC MANAGER				6794																	
CVC SALES CONSULTANT				6795																	
CVC F&I				6796																	
CVC CLERICAL				6797																	
CVC OTHER				6798																	

## Page 8 Commercial Fleet Audit Rules

CF01	W	8	Commercial/Fleet Mustang YTD units less than last month's YTD units. Verify unit counts Bucket 2144.
CF02	W	8	Commercial/Fleet Mustang unit count questionable. Bucket 2144 has an unreasonable figure, units are greater than 2,000. Verify unit count
CF03	SS	8	Commercial/Fleet Mustang sales Bucket 2146 without units Bucket 2144 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.
CF04	W	8	Commercial/Fleet Mustang gross questionable. Bucket 2147 divided by bucket 2144 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
CF05	SS	8	TOTAL COMMERCIAL/FLEET CARS UNITS OUT OF BALANCE +2144  COMPARED TO BUCKET 2164
CF06	SS	8	TOTAL COMMERCIAL/FLEET CARS VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10) +2146  COMPARED TO BUCKET 2166
CF07	SS	8	TOTAL COMMERCIAL/FLEET CARS VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10) +2147  COMPARED TO BUCKET 2167
CF08	W	8	Commercial/Fleet Edge YTD units less than last month's YTD units. Verify unit counts Bucket 2214.
CF09	W	8	Commercial/Fleet ESCAPE YTD units less than last month's YTD units. Verify unit counts Bucket 2354.
CF10	W	8	Commercial/Fleet Explorer YTD units less than last month's YTD units. Verify unit counts Bucket 2414.
CF11	W	8	Commercial/Fleet Expedition YTD units less than last month's YTD units. Verify unit counts Bucket 2424.
CF12	W	8	Commercial/Fleet Bronco Sport YTD units less than last month's YTD units. Verify unit counts Bucket 2534.
CF13	W	8	Commercial/Fleet Bronco YTD units less than last month's YTD units. Verify unit counts Bucket 2604.
CF14	W	8	Commercial/Fleet Mustang Mach-E units less than last month's YTD units. Verify unit counts Bucket 2694.
CF15	W	8	Commercial/Fleet Edge units count questionable. Bucket 2214 has an unreasonable figure, units are greater than 3000 Verify unit count
CF16	W	8	Commercial/Fleet ESCAPE unit count questionable. Bucket 2354 has an unreasonable figure, units are greater than 3000 Verify unit count
CF17	W	8	Commercial/Fleet Explorer unit count questionable. Bucket 2414 has an unreasonable figure, units are greater than 3000 Verify unit count
CF18	W	8	Commercial/Fleet Expedition unit count questionable. Bucket 2424 has an unreasonable figure, units are greater than 3000 Verify unit count

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CF19	W	8	Commercial/Fleet Bronco Sport unit count questionable. Bucket 2534 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF20	W	8	Commercial/Fleet Bronco unit count questionable. Bucket 2604 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF21	W	8	Commercial/Fleet Mustang Mach-E unit count questionable. Bucket 2694 has an unreasonable figure, units are greater than 3,000. Verify unit count.
CF22	W	8	Commercial/Fleet Edge gross questionable. Bucket 2217 divided by bucket 2214 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF23	W	8	Commercial/Fleet Escape gross questionable. Bucket 2357 divided by bucket 2354 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF24	W	8	Commercial/Fleet Explorer gross questionable. Bucket 2417 divided by bucket 2414 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF25	W	8	Commercial/Fleet Expedition gross questionable. Bucket 2427 divided by bucket 2424 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF26	W	8	Commercial/Fleet Bronco Sport gross questionable. Bucket 2537 divided by bucket 2534 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF27	W	8	Commercial/Fleet Bronco gross questionable. Bucket 2607 divided by bucket 2604 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF28	W	8	Commercial/Fleet Mustang Mach-E gross questionable. Bucket 2697 divided by bucket 2694 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
CF29	SS	8	Commercial/Fleet Edge sales Bucket 2216 without units Bucket 2214 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars
CF30	SS	8	Commercial/Fleet ESCAPE sales Bucket 2356 without units Bucket 2354 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.
CF31	SS	8	Commercial/Fleet Explorer sales Bucket 2416 without units Bucket 2414 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.
CF32	SS	8	Commercial/Fleet Expedition sales Bucket 2426 without units Bucket 2424 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.
CF33	SS	8	Commercial/Fleet Bronco Sport sales Bucket 2536 without units Bucket 2534 or vice versa. Sales dollars and/or units are missing

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## Page 8 Commercial Fleet Audit Rules

Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.

CF34	SS	8	Commercial/Fleet Bronco sales Bucket 2606 without units Bucket 2604 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.												
CF35	SS	8	Commercial/Fleet Mustang Mach-E sales Bucket 2696 without units Bucket 2694 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars												
CF36	SS	8	TOTAL COMMERCIAL/FLEET SUV UNITS OUT OF BALANCE <div style="margin-left: 100px;"> <table border="0"> <tr> <td>+2214</td> <td>+2424</td> <td>+2694</td> <td></td> </tr> <tr> <td>+2354</td> <td>+2534</td> <td></td> <td></td> </tr> <tr> <td>+2414</td> <td>+2604</td> <td></td> <td>COMPARED TO BUCKET 2704</td> </tr> </table> </div>	+2214	+2424	+2694		+2354	+2534			+2414	+2604		COMPARED TO BUCKET 2704
+2214	+2424	+2694													
+2354	+2534														
+2414	+2604		COMPARED TO BUCKET 2704												
CF37	SS	8	TOTAL COMMERCIAL/FLEET SUV VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10) <div style="margin-left: 100px;"> <table border="0"> <tr> <td>+2216</td> <td>+2426</td> <td>+2696</td> <td></td> </tr> <tr> <td>+2356</td> <td>+2536</td> <td></td> <td></td> </tr> <tr> <td>+2416</td> <td>+2606</td> <td></td> <td>COMPARED TO BUCKET 2706</td> </tr> </table> </div>	+2216	+2426	+2696		+2356	+2536			+2416	+2606		COMPARED TO BUCKET 2706
+2216	+2426	+2696													
+2356	+2536														
+2416	+2606		COMPARED TO BUCKET 2706												
CF38	SS	8	TOTAL COMMERCIAL/FLEET SUV GROSS OUT OF BALANCE (WITHIN +/- \$10) <div style="margin-left: 100px;"> <table border="0"> <tr> <td>+2217</td> <td>+2427</td> <td>+2697</td> <td></td> </tr> <tr> <td>+2357</td> <td>+2537</td> <td></td> <td></td> </tr> <tr> <td>+2417</td> <td>+2607</td> <td></td> <td>COMPARED TO BUCKET 2707</td> </tr> </table> </div>	+2217	+2427	+2697		+2357	+2537			+2417	+2607		COMPARED TO BUCKET 2707
+2217	+2427	+2697													
+2357	+2537														
+2417	+2607		COMPARED TO BUCKET 2707												
CF39	W	8	Commercial/Fleet E-Series units less than last month's YTD units. Verify unit counts Bucket 2724.												
CF40	W	8	Commercial/Fleet Ranger units less than last month's YTD units. Verify unit counts Bucket 2734.												
CF41	W	8	Commercial/Fleet F 150 (ICE) units less than last month's YTD units. Verify unit counts Bucket 2764.												
CF42	W	8	Commercial/Fleet F 150 Lightning (BEV) units less than last month's YTD units. Verify unit counts Bucket 2774.												
CF43	W	8	Commercial/Fleet Transit Connect units less than last month's YTD units. Verify unit counts Bucket 2784.												
CF44	W	8	Commercial/Fleet Transit Van (ICE) units less than last month's YTD units. Verify unit counts Bucket 2794.												
CF45	W	8	Commercial/Fleet E-Transit units less than last month's YTD units. Verify unit counts Bucket 2804.												
CF46	W	8	Commercial/Fleet Maverick units less than last month's YTD units. Verify unit counts Bucket 2684.												
CF47	W	8	Commercial/Fleet Super Duty F 250-350 units less than last month's YTD units. Verify unit counts Bucket 3224.												
CF48	W	8	Commercial/Fleet Super Duty F 450-750 units less than last month's YTD units. Verify unit counts Bucket 3244.												
CF49	W	8	Commercial/Fleet E-Series unit count questionable. Bucket 2724 has an unreasonable figure, units are greater than 3000 Verify unit count												
CF50	W	8	Commercial/Fleet Ranger unit count questionable. Bucket 2734 has an unreasonable figure, units are greater than 3000 Verify unit count.												
CF51	W	8	Commercial/Fleet F 150 (ICE) unit count questionable. Bucket 2764 has an unreasonable figure, units are greater than 3000 Verify unit count.												

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CF52	W	8	Commercial/Fleet F 150 Lightning (BEV) unit count questionable. Bucket 2774 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF53	W	8	Commercial/Fleet Transit Connect unit count questionable. Bucket 2784 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF54	W	8	Commercial/Fleet Transit Van (ICE) unit count questionable. Bucket 2794 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF55	W	8	Commercial/Fleet E-Transit (BEV) unit count questionable. Bucket 2804 has an unreasonable figure, units are greater than 3,000. Verify unit count.
CF56	W	8	Commercial/Fleet Maverick unit count questionable. Bucket 2684 has an unreasonable figure, units are greater than 3,000. Verify unit count.
CF57	W	8	Commercial/Fleet Super Duty F 250-350 unit count questionable. Bucket 3224 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF58	W	8	Commercial/Fleet Super Duty F 450-750 unit count questionable. Bucket 3244 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF59	W	8	Commercial/Fleet E-Series gross questionable. Bucket 2727 divided by bucket 2724 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF60	W	8	Commercial/Fleet Ranger gross questionable. Bucket 2737 divided by bucket 2734 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF61	W	8	Commercial/Fleet F 150 (ICE) gross questionable. Bucket 2767 divided by bucket 2764 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF62	W	8	Commercial/Fleet F 150 Lightning (BEV) gross questionable. Bucket 2777 divided by bucket 2774 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.
CF63	W	8	Commercial/Fleet Transit Connect gross questionable. Bucket 2787 divided by bucket 2784 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF64	W	8	Commercial/Fleet Transit Van (ICE) gross questionable. Bucket 2797 divided by bucket 2794 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
CF65	W	8	Commercial/Fleet E-Transit gross questionable. Bucket 2807 divided by bucket 2804 per unit is less than (\$1500) or greater than \$15,000.

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## Page 8 Commercial Fleet Audit Rules

Verify unit count and gross dollars.

CF66	W	8	Commercial/Fleet Maverick gross questionable. Bucket 2687 divided by bucket 2684 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.															
CF67	W	8	Commercial/Fleet Super Duty F 250-350 gross questionable. Bucket 3227 divided by bucket 3224 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.															
CF68	W	8	Commercial/Fleet Super Duty F 450-750 gross questionable. Bucket 3247 divided by bucket 3244 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.															
CF69	SS	8	Commercial/Fleet E-Series Wagon sales Bucket 2726 without units Bucket 2724 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.															
CF70	SS	8	Commercial/Fleet Ranger sales Bucket 2736 without units Bucket 2734 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.															
CF71	SS	8	Commercial/Fleet F 150 (ICE) sales Bucket 2766 without units Bucket 2764 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales															
CF72	SS	8	Commercial/Fleet F 150 Lightning (BEV) sales Bucket 2776 without units Bucket 2774 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars															
CF73	SS	8	Commercial/Fleet Transit Connect sales Bucket 2786 without units Bucket 2784 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars															
CF74	SS	8	Commercial/Fleet Transit Van (ICE) sales Bucket 2796 without units Bucket 2794 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars															
CF75	SS	8	Commercial/Fleet E-Transit (BEV) sales Bucket 2806 without units Bucket 2804 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars															
CF76	SS	8	Commercial/Fleet Maverick sales Bucket 2686 without units Bucket 2684 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.															
CF77	SS	8	Commercial/Fleet Super Duty F 250-350 sales Bucket 3226 without units Bucket 3224 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.															
CF78	SS	8	Commercial/Fleet Super Duty F 450-750 sales Bucket 3246 without units Bucket 3244 or vice versa. Sales dollars and/or units are missing. Cannot show sales money without units or vice versa. MUST ENTER unit counts and sales dollars.															
CF79	SS	8	TOTAL COMMERCIAL/FLEET TRUCK UNITS OUT OF BALANCE <table border="0" style="margin-left: 100px;"> <tr> <td>+2724</td> <td>+2774</td> <td>+2804</td> <td>+3244</td> <td></td> </tr> <tr> <td>+2734</td> <td>+2784</td> <td>+2684</td> <td></td> <td></td> </tr> <tr> <td>+2764</td> <td>+2794</td> <td>+3224</td> <td></td> <td>COMPARED TO BUCKET 3284</td> </tr> </table>	+2724	+2774	+2804	+3244		+2734	+2784	+2684			+2764	+2794	+3224		COMPARED TO BUCKET 3284
+2724	+2774	+2804	+3244															
+2734	+2784	+2684																
+2764	+2794	+3224		COMPARED TO BUCKET 3284														
CF80	SS	8	TOTAL COMMERCIAL/FLEET TRUCK VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10) <table border="0" style="margin-left: 100px;"> <tr> <td>+2726</td> <td>+2776</td> <td>+2806</td> <td>+3246</td> <td></td> </tr> <tr> <td>+2736</td> <td>+2786</td> <td>+2686</td> <td></td> <td></td> </tr> <tr> <td>+2766</td> <td>+2796</td> <td>+3226</td> <td></td> <td>COMPARED TO BUCKET 3286</td> </tr> </table>	+2726	+2776	+2806	+3246		+2736	+2786	+2686			+2766	+2796	+3226		COMPARED TO BUCKET 3286
+2726	+2776	+2806	+3246															
+2736	+2786	+2686																
+2766	+2796	+3226		COMPARED TO BUCKET 3286														
CF81	SS	8	TOTAL COMMERCIAL/FLEET TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)															

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+2727	+2777	+2807	+3247	
+2737	+2787	+2687		
+2767	+2797	+3227		COMPARED TO BUCKET 3287

- CF82**    SS    8    TOTAL COMMERCIAL/FLEET VEHICLE UNITS OUT OF BALANCE

+2164	+3284		
+2704			COMPARED TO BUCKET 3984
  
- CF83**    SS    8    TOTAL COMMERCIAL/FLEET VEHICLE VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)

+2166	+3286		
+2706			COMPARED TO BUCKET 3986
  
- CF84**    SS    8    TOTAL COMMERCIAL/FLEET VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)

+2167	+3287		
+2707	+3367	+3797	COMPARED TO BUCKET 3987
  
- CE01**    SS    8    Commercial/Fleet New & Used Finance contract income Bucket 4809 and zero contract count Bucket 4822.  
MUST Enter contract count.
  
- CE02**    SS    8    Commercial/Fleet New & Used Insurance contract income Bucket 4811 and zero contract count Bucket 4823.  
MUST Enter contract count.
  
- CE03**    SS    8    Commercial/Fleet New & Used Gap Insurance contract income Bucket 4812 and zero contract count Bucket 4824.  
MUST Enter contract count.
  
- CE04**    SS    8    Commercial/Fleet New & Used Extended Service contract income Bucket 4814 and zero contract count Bucket 4825.  
MUST Enter contract count.
  
  
- CE05**    SS    8    Commercial/Fleet New & Used F & I INCOME OUT OF BALANCE (WITHIN +/- \$10)

+ 4809	+ 4812	+ 4815	
+ 4810	+ 4813	+ 4816	
+ 4811	+ 4814		

COMPARED TO BUCKET 4817
  
- CE06**    W    8    Commercial/Fleet NEW & USED F&I UNITS FINANCE CONTRACTS FOR THE MONTH BUCKET 4818  
LESS THAN OR GREATER THAN 1200.
  
- CE07**    W    8    Commercial/Fleet NEW & USED F&I UNITS INSURANCE CONTRACTS FOR THE MONTH BUCKET 4819  
LESS THAN OR GREATER THAN 1200.
  
- CE08**    W    8    Commercial/Fleet NEW & USED F&I UNITS GAP INSURANCE CONTRACTS FOR THE MONTH BUCKET 4820  
LESS THAN OR GREATER THAN 1200.
  
- CE09**    W    8    Commercial/Fleet NEW & USED F&I UNITS EXT. SERVICE CONTRACTS FOR THE MONTH BUCKET 4821  
LESS THAN OR GREATER THAN 1200.
  
- CE10**    W    8    Commercial/Fleet NEW & USED F&I UNITS FINANCE CONTRACTS BUCKET 4822 YTD IS LESS THAN 0  
OR GREATER THAN 5,000.
  
- CE11**    W    8    Commercial/Fleet NEW & USED F&I UNITS INSURANCE CONTRACTS BUCKET 4823 YTD IS LESS THAN 0  
OR GREATER THAN 5,000.
  
- CE12**    W    8    Commercial/Fleet NEW & USED F&I UNITS GAP INSURANCE CONTRACTS BUCKET 4824 YTD IS LESS THAN 0  
OR GREATER THAN 5,000.

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CE13	W	8	Commercial/Fleet NEW & USED F&I UNITS EXT SERVICE CONTRACT BUCKET 4825 YTD IS LESS THAN 0 OR GREATER THAN 5,000.			
CE14	W	8	Commercial/Fleet FINANCE CONTRACTS NEW & USED VEHICLE SALES BUCKET 4809 DIVIDED BY UNITS BUCKET 4822 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct			
CE15	W	8	Commercial/Fleet INSURANCE CONTRACTS NEW & USED VEHICLE SALES BUCKET 4811 DIVIDED BY UNITS BUCKET 4822 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct.			
CE16	W	8	Commercial/Fleet GAP INSURANCE CONTRACTS NEW & USED VEHICLE SALES BUCKET 4812 DIVIDED BY UNITS BUCKET 4824 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct			
CE17	W	8	Commercial/Fleet EXT.SERVICE CONTRACTS NEW & USED VEHICLE SALES BUCKET 4814 DIVIDED BY UNITS BUCKET 4825 IS LESS THAN (\$150) OR GREATER THAN \$3500 PER CONTRACT. Verify contract units are correct			
CE18	SS	8	TOTAL NEW & USED COMMERCIAL/FLEET VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)			
			+4872	+4873		
						COMPARED TO BUCKET 4875
CE19	SS	8	TOTAL NEW & USED VARIABLE EXPENSE OUT OF BALANCE (WITHIN +/- \$10)			
			+4876	+4878	-4880	
			+4877	+4879	+4881	
						COMPARED TO BUCKET 4882
CE20	SS	8	VARIABLE GROSS NEW & USED OUT OF BALANCE (WITHIN +/- \$10)			
			+4875	-4882		
						COMPARED TO BUCKET 4883
CE21	SS	8	TOTAL NEW & USED SEMI-FIXED EXPENSE OUT OF BALANCE (WITHIN +/- \$10)			
			+4884	-4888	+4892	
			+4885	+4889	-4893	
			+4886	+4890		
			+4887	+4891		
						COMPARED TO BUCKET 4894
CE22	SS	8	SELLING GROSS NEW & USED OUT OF BALANCE (WITHIN +/- \$10)			
			+4883	-4894		
						COMPARED TO BUCKET 4895
CE23	SS	8	COMMERCIAL/FLEET FIXED EXPENSES OUT OF BALANCE WITHIN +/- \$100			
			+6660	+6665	+6670	+6675
			+6661	+6666	+6671	+6676
			+6662	+6667	+6672	+6677
			+6663	+6668	+6673	+6678
			+6664	+6669	+6674	+6679
						COMPARED TO BUCKET 6680
CE24	SS	8	COMMERCIAL/FLEET PERSONNEL OUT OF BALANCE			
			+6793	+6795	+6797	
			+6794	+6796	+6798	
						COMPARED TO BUCKET 6799

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NO CHANGES

DEALER		P & A CODE				SALES CODE				MONTH				PG9															
MH	YTD	MH	YTD	MH	YTD	MH	YTD	MH	YTD	MH	YTD	MH	YTD																
MEMO: FORD COMMERCIAL PSB					LABOR RATES				FRANCHISE		TRAFFIC		SALES PER R O																
					REPAIR	BODY	W&P	INTERNAL	RO ANALYSIS	RO COUNT	PARTS	LABOR																	
					9304	CP16	9305	CP17	9306	CP18	9307	CP19																	
PARTS DEPARTMENT					SERVICE DEPARTMENT					BODY SHOP DEPARTMENT																			
9145		GRS%SLS		PARTS WHOLESALE	S																								
9146				PARTS COUNTER RETAIL	G																								
9147				REPAIR SHOP	S	CP06	9232 CP01, CP11	GRS%SLS																					
9148				ESP REPAIR SHOP	S	CP09	9234 CP04, CP14																						
9149	CP06	CP01, CP11		JOB INCENTIVE	G																								
9150				WARRANTY & POLICY CLAIM (SERVICE)	S	CP08	9237 CP03, CP13																						
9151	CP09	CP04, CP14		INTERNAL (SERVICE)	S	CP10	9239 CP08, CP15																						
9152				UNAPPLIED TIME	G																								
9153				SUBLET SALES	G																								
9154	CP08	CP03, CP13		OTHER MERCHANDISE	S																								
9155				TOTAL PARTS SALES - SERVICE	S																								
9156	CP10	CP08, CP15		PERSONNEL	G																								
9157				CVC MANAGERS	G		9344																						
9158				CVC SERVICE WRITERS	G		9345																						
9159				CVC REPAIR TECHS	G		9346																						
9160				CVC INTERNAL TECHS	G		9347																						
9161				TOTAL PERSONNEL	G		9348																						
9162	CP23			STALL COUNT	G		9349	CP39																					
9163					G																								
9164	CP07	CP02, CP12			G																								
9165					G																								
9166	CP07	CP02, CP12			G																								
9167					G																								
9168	CP22	CP20, CP21			G																								
9169					G																								
9170	CP10	CP08, CP15			G																								
9171					G																								
9172					G																								
9173					G																								
9174	CP24				G																								
9175	CP27				G																								
9176					G																								
9177					G																								
9178	CP25				G																								
9179	CP28			TOTAL DEPARTMENT	G		9250	CP31				9302	CP35																
					G		9251	CP32				9303	CP36																
PARTS DEPARTMENT					%PARTS GRS					SERV SALES EXPENSE					%SERV GRS					BODY SHOP SALES EXPENSE					%BODY GRS				
9390				SALARIES-MGRS			9464					9520																	
9391				SALARIES-TECH			9465					9521																	
9392				COMM&INC-MGRS			9466					9522																	
9393				COMM&INC-TECH			9467					9523																	
9394				ADVERT/PROMO			9468					9524																	
9395				TRAINING			9469					9525																	
9396				POLICY ADJ			9470					9526																	
9397				TOOLS & SUPP			9471					9527																	
9398				FREIGHT/HANDLING			9472					9528																	
9399				EQ. & VEH MAINT			9473					9529																	
9400				INV CNTRL & DP			9474					9530																	
9401				VAC/TO PAY-TECH			9475					9531																	
9402	CP29			TOTAL SALES EXP			9476	CP33				9532	CP37																
9403	CP30			SELLING GROSS			9477	CP34				9533	CP38																



CP01	SS	9	Comm/Flt Repair Shop parts sales Bucket 9149 or labor sales Bucket 9232 and zero repair shop traffic count Bucket 9309. Repair shop sales are shown without showing repair shop repair order counts. MUST Enter repair shop RO counts.
CP02	SS	9	Comm/Flt Body Shop parts sales Buckets 9164 OR 9166 or labor sales Buckets 9290 OR 9292 and zero body shop traffic count Bucket 9311. Body shop sales are shown without showing body shop repair order counts. MUST Enter body shop RO counts.
CP03	SS	9	Comm/Flt W&P (service) parts sales Bucket 9154 or labor sales Bucket 9237 and zero W&P traffic count Bucket 9313. W&P sales are shown without showing W&P repair order counts. MUST Enter W&P RO counts.
CP04	SS	9	Comm/Flt ESP sales Bucket 9151 or labor ESP sales Bucket 9234 and zero ESP traffic count Bucket 9317. ESP sales are shown without showing ESP repair order counts. MUST Enter ESP RO counts.
CP05	SS	9	Comm/Flt Internal parts sales Buckets 9156 OR 9170 or labor sales Buckets 9239 OR 9296 and zero internal traffic count Bucket 9319. Internal sales are shown without showing internal repair order counts. MUST Enter internal RO counts.
CP06	W	9	Comm/Flt Combined parts and service sales per Repair Shop RO. Buckets 9149 plus 9232 divided by 9309 less than \$15 or greater than \$1,500. Verify RO count and sales dollar entries.
CP07	W	9	Comm/Flt Combined parts and service sales per Body Shop RO. Buckets 9164 plus 9166 plus 9290 plus 9292 divided by 9311 less than \$25 or greater than \$5,000. Verify repair order count and sales dollar entries.
CP08	W	9	Comm/Flt Combined parts, and service sales per W&P claim (service) RO. Buckets 9154 plus 9237 divided 9313 less than \$25 or greater than \$2,000. Verify repair order count and sales dollar entries.
CP09	W	9	Comm/Flt Combined ESP parts and service sales per ESP RO. Buckets 9151 plus 9234 divided by 9317 less than \$25 or greater than \$1,500. Verify repair order count and sales dollar entries.
CP10	W	9	Comm/Flt Combined parts, service and body shop sales per Internal RO. Buckets 9156 plus 9170 plus 9239 plus 9296 divided by 9319 less than \$10 or greater than \$1,500. Verify repair order count and sales dollar entries.
CP11	SS	9	Comm/Flt Repair shop traffic count Bucket 9309 and no parts and no labor sales Buckets 9149 OR 9232. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.
CP12	SS	9	Comm/Flt Body Shop traffic count Bucket 9311 and no parts and no labor sales Buckets 9164 OR 9166 OR 9290 OR 9292. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.
CP13	SS	9	Comm/Flt W&P (Service) traffic count Bucket 9313 and no parts and no labor sales Buckets 9154 OR 9237. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.
CP14	SS	9	Comm/Flt ESP traffic count Bucket 9317 and no parts and no labor sales Buckets 9151 OR 9234. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.
CP15	SS	9	Comm/Flt Internal traffic count Bucket 9319 and no parts and no labor sales Buckets 9156 OR 9170 OR 9239 OR 9296. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.
CP16	SS	9	Comm/Flt Repair shop Ford labor rate questionable Bucket 9304. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
CP17	SS	9	Comm/Flt Body Shop Ford labor rate questionable Bucket 9305. Labor rate shown is more than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
CP18	SS	9	Comm/Flt W&P claims Ford labor rate questionable Bucket 9306. Labor rate shown is more than \$500.00.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

Verify labor rate entered (both dollars and cents must be entered).

- CP19 SS 9 Comm/Flt Internal Ford labor rate questionable Bucket 9307. Labor rate shown is Greater than \$500.00. Verify labor rate entered (both dollars and cents must be entered).
- CP20 SS 9 Comm/Flt W&P (Body) traffic count Bucket 9315 and no parts and no labor sales Buckets 9168 and 9294. Sales dollars are not shown to account for repair orders shown. MUST SHOW DOLLARS/R.O. COUNT OR IF NO MONEY REMOVE R.O. COUNT
- CP21 SS 9 Comm/Flt W&P (body) parts sales Bucket 9168 or labor sales Bucket 9294 and zero W&P traffic count Bucket 9315. W&P sales are shown without showing W&P repair order counts. Enter W&P repair order counts.
- CP22 W 9 Comm/Flt Combined parts and body shop sales per W&P claim RO Buckets 9168 plus 9294 divided by 9315 less than \$10 or greater than \$2,000. Verify RO count and sales dollar entries.
- CP23 SS 9 TOTAL COMMFLT PARTS SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9145	+ 9151	+ 9158
+ 9147	+ 9154	+ 9160
+ 9149	+ 9156	

COMPARED TO BUCKET 9162
- CP24 SS 9 TOTAL COMMFLT PARTS SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9164	+ 9168	+ 9172
+ 9166	+ 9170	

COMPARED TO BUCKET 9174
- CP25 SS 9 TOTAL COMMFLT PARTS SALES OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9162	+ 9174
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COMPARED TO BUCKET 9178
- CP26 SS 9 COMMFLT PARTS GROSS ON SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9146	+ 9152	+ 9157
+ 9148	+ 9153	+ 9159
+ 9150	+ 9155	+ 9161

COMPARED TO BUCKET 9163
- CP27 SS 9 COMMFLT PARTS GROSS ON SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9165	+ 9169	+ 9173
+ 9167	+ 9171	

COMPARED TO BUCKET 9175
- CP28 SS 9 TOTAL COMMFLT PARTS GROSS OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9163	+ 9176
+ 9175	+ 9177

COMPARED TO BUCKET 9179
- CP29 SS 9 TOTAL COMMFLT PARTS SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)
 

+ 9390	+ 9394	+ 9398
+ 9391	+ 9395	+ 9399
+ 9392	+ 9396	+ 9400
+ 9393	+ 9397	+ 9401

COMPARED TO BUCKET 9402
- CP30 SS 9 COMMFLT PARTS SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

+ 9179 - 9402

COMPARED TO 9403

CP31 SS 9 TOTAL COMMFLT SERVICE SALES OUT OF BALANCE (WITHIN +/- \$10)  
+ 9232 + 9237 + 9242  
+ 9234 + 9239 + 9244 + 9248

COMPARED TO BUCKET 9250

CP32 SS 9 TOTAL COMMFLT SERVICE GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+ 9233 + 9240 + 9243

+ 9235 + 9241 + 9245 + 9249  
+ 9238

COMPARED TO BUCKET 9251

CP33 SS 9 TOTAL SERVICE SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)

+ 9464 + 9468 + 9472  
+ 9465 + 9469 + 9473  
+ 9466 + 9470 + 9474  
+ 9467 + 9471 + 9475

COMPARED TO BUCKET 9476

CP34 SS 9 SERVICE SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)

+ 9251 - 9476

COMPARED TO BUCKET 9477

CP35 SS 9 TOTAL BODY SHOP SALES OUT OF BALANCE (WITHIN +/- \$10)

+ 9288 + 9294  
+ 9290 + 9296  
+ 9292 + 9298

COMPARED TO BUCKET 9302

CP36 SS 9 TOTAL BODY SHOP GROSS OUT OF BALANCE (WITHIN +/- \$10)

+ 9287 + 9293 + 9299  
+ 9289 + 9295  
+ 9291 + 9297

COMPARED TO BUCKET 9303

CP37 SS 9 TOTAL BODY SHOP SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)

+ 9520 + 9524 + 9528  
+ 9521 + 9525 + 9529  
+ 9522 + 9526 + 9530  
+ 9523 + 9527 + 9531

COMPARED TO BUCKET 9532

CP38 SS 9 BODY SHOP SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)

+ 9303 - 9532

COMPARED TO BUCKET 9533

CP39 SS 9 Commerical/Fleet personnel out of balance.

+9344 +9346  
+9345 +9347

Compared to Bucket 9348

**Page 10 Mobile Service**

**Revised :**

CM05 SS 10 Mobile Service Internal parts sales Buckets 9646 or labor sales Buckets 9729 and zero internal traffic count  
 Deleted: Bucket 9573. Internal sales are shown without showing internal repair order counts. MUST Enter internal RO counts.  
 9660

CM10 W 10 Mobile Service Combined parts, service and body shop sales per Internal RO. Buckets 9646 plus 9729  
 Deleted: divided by 9573 less than \$10 or greater than \$1,500. Verify repair order count and sales dollar entries.  
 9660

CM15 SS 10 Mobile Service Internal traffic count Bucket 9573 and no parts and no labor sales Buckets 9646 OR 9729. Sales  
 Deleted: dollars are not shown to account for repair orders shown.  
 9660 MUST Verify sales dollar and repair order count entries.

CM23 SS 10 TOTAL MOBILE SERVICE PARTS SALES TO SERVICE OUT OF BALANCE  
 Deleted: + 9639 + 9646  
 + 9635 + 9641 + 9648  
 + 9637 + 9644 + 9650  
 COMPARED TO BUCKET 9652

CM26 SS 10 MOBILE SERVICE PARTS GROSS ON SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9640 + 9645 + 9651  
 + 9636 + 9642 + 9647  
 + 9638 + 9643 + 9649  
 COMPARED TO BUCKET 9653

CM25 SS 10 TOTAL MOBILE SERVICE PARTS SALES OUT OF BALANCE  
 Bucket 9652 equals Bucket 9668 (WITHIN +/- \$10)

CM28 SS 10 TOTAL MOBILE SERVICE PARTS GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9653 + 9666 + 9667  
 + 9665  
 COMPARED TO BUCKET 9669

CM29 SS 10 TOTAL MOBILE SERVICE PARTS SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9825 + 9829 + 9834  
 + 9833 + 9826 + 9830 + 9836  
 + 9835 + 9827 + 9831  
 + 9828 + 9832  
 COMPARED TO BUCKET 9837

CM33 SS 10 TOTAL MOBILE SERVICE - SERVICE SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9881 + 9885 + 9890  
 + 9889 + 9882 + 9886 + 9892  
 + 9891 + 9883 + 9887  
 + 9884 + 9888  
 COMPARED TO BUCKET 9893

**Deleted :**

CM24 SS 10 TOTAL MOBILE SERVICE PARTS SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10)  
 + 9654 + 9658 + 9662  
 + 9656 + 9660

CM27 SS 10 MOBILE SERVICE PARTS GROSS ON SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10)  
 + 9655 + 9659 + 9663  
 + 9657 + 9661  
 COMPARED TO BUCKET 9665

DEALER				P & A CODE				SALES CODE				MONTH				PG10							
MTH		YTD		MTH		YTD		MTH		YTD		MTH		YTD									
<b>MEMO: MOBILE SERVICE</b>								<b>PERSONNEL</b>				<b>MOBILE SERVICE UNITS</b>											
								Mobile Service Manager				9432				Mobile Service Units				9437			
								Mobile Service TECHS				9433				Mobile Service Operating Days Per Year				9438			
								Mobile Service Advisor				9434				Mobile Service Operating Hours Per Day				9439			
								Mobile Service Support Staff				9435											
<b>TOTAL</b>								<b>CM16</b>															
<b>PARTS DEPARTMENT</b>				<b>GRS%SLS</b>				<b>SERVICE DEPARTMENT</b>				<b>GRS%SLS</b>											
9635				PARTS WHOLESALE		S		9722		<b>CM01, CM11</b>													
9636				PARTS COUNTER RETAIL		G		9723															
9637				REPAIR SHOP		S		9724		<b>CM04, CM14</b>													
9638				ESP REPAIR SHOP		S		9725															
9639		<b>CM01, CM11</b>		JOB INCENTIVE		G																	
9640				WARRANTY & POLICY CLAIM (SERVICE)		S		9727		<b>CM03, CM13</b>													
9641		<b>CM04, CM14</b>		INTERNAL (SERVICE)		S		9729		<b>CM05, CM15</b>													
9642				UNAPPLIED TIME		G		9730															
9643				SUBLET SALES		G		9731															
9644		<b>CM03, CM13</b>		OTHER MERCHANDISE		S		9732															
9645				TOTAL PARTS SALES - SERVICE		S		9733															
9646		<b>CM05, CM15</b>		MATERIALS		G		9734															
9647				DISC EARNED		G		9735															
9648				INVENT ADJ		G																	
9649				TOTAL DEPARTMENT		S		9740		<b>CM31</b>													
9650						G		9741		<b>CM32</b>													
9651																							
9652		<b>CM23</b>																					
9653		<b>CM26</b>																					
9654																							
9655																							
9656																							
9657																							
9658		<b>CM25</b>																					
9659		<b>CM28</b>																					
<b>PARTS DEPARTMENT</b>				<b>%PARTS GRS</b>				<b>SERV SALES EXPENSE</b>				<b>%SERV GRS</b>				<b>MOBILE SERVICE FIXED EXPENSE</b>							
9825				SALARIES-MGRS		9881								TELEPHONE		9830							
9826				SALARIES-TECH		9882								INSURANCE		9831							
9827				COMM&INC-MGRS		9883								DATA PROCESSING		9832							
9828				COMM&INC-TECH		9884								DEPRECIATION EQUIP		9833							
9829				ADVERT/PROMD		9885								EQ & VEH MAIN GEN		9834							
9830				TRAINING		9886								MSC EXPENSE		9835							
9831				POLICY ADJ		9887								<b>TOTAL FIXED EXP</b>		<b>CM17</b>							
9832				TOOLS & SUPP		9888																	
9833				FREIGHT/HANDLING		9889																	
9834				EQ. & VEH MAINT		9890																	
9835				INV CNTRL & DP		9891																	
9836				VAC/TO PAY-TECH		9892																	
9837		<b>CM29</b>		<b>TOTAL SALES EXP</b>		9893		<b>CM33</b>															
9838		<b>CM30</b>		<b>SELLING GROSS</b>		9894		<b>CM34</b>															

CM01	SS	10	Moblie Service Repair Shop parts sales Bucket 9639 or labor sales Bucket 9722 and zero repair shop traffic count Bucket 9563. Repair shop sales are shown without showing repair shop repair order counts. MUST Enter repair shop RO counts.						
CM03	SS	10	Moblie Service W&P (service) parts sales Bucket 9644 or labor sales Bucket 9727 and zero W&P traffic count Bucket 9567. W&P sales are shown without showing W&P repair order counts. MUST Enter W&P RO counts.						
CM04	SS	10	Moblie Service Repair shop ESP sales Bucket 9641 or labor ESP sales Bucket 9724 and zero ESP traffic count Bucket 9571. ESP sales are shown without showing ESP repair order counts. MUST Enter ESP RO counts.						
CM05 Deleted: 9660	SS	10	Moblie Service Internal parts sales Buckets 9646 or labor sales Buckets 9729 and zero internal traffic count Bucket 9573. Internal sales are shown without showing internal repair order counts. MUST Enter internal RO counts.						
CM06	W	10	Moblie Service Combined parts and service sales per Repair Shop RO. Buckets 9639 plus 9722 divided by 9563 less than \$15 or greater than \$1,500. Verify RO count and sales dollar entries.						
CM08	W	10	Moblie Service Combined parts, and service sales per W&P claim (service) RO. Buckets 9644 plus 9727 divided 9567 less than \$25 or greater than \$2,000. Verify repair order count and sales dollar entries.						
CM09	W	10	Moblie Service Combined ESP parts and service sales per ESP RO. Buckets 9641 plus 9724 divided by 9571 less than \$25 or greater than \$1,500. Verify repair order count and sales dollar entries.						
CM10 Deleted: 9660	W	10	Moblie Service Combined parts, service and body shop sales per Internal RO. Buckets 9646 plus 9729 divided by 9573 less than \$10 or greater than \$1,500. Verify repair order count and sales dollar entries.						
CM11	SS	10	Moblie Service Repair shop traffic count Bucket 9563 and no parts and no labor sales Buckets 9639 OR 9722. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.						
CM13	SS	10	Moblie Service W&P (Service) traffic count Bucket 9567 and no parts and no labor sales Buckets 9644 OR 9727. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.						
CM14	SS	10	Moblie Service ESP traffic count Bucket 9571 and no parts and no labor sales Buckets 9641 OR 9724. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.						
CM15 Deleted: 9660	SS	10	Moblie Service Internal traffic count Bucket 9573 and no parts and no labor sales Buckets 9646 OR 9729. Sales dollars are not shown to account for repair orders shown. MUST Verify sales dollar and repair order count entries.						
CM16	SS	10	Moblie Service Personnel Out of Balance <table border="0" style="margin-left: 40px;"> <tr> <td>+9432</td> <td>+9434</td> </tr> <tr> <td>+9433</td> <td>+9435</td> </tr> </table> <p style="text-align: right; margin-right: 100px;">Compared to Bucket 9436</p>	+9432	+9434	+9433	+9435		
+9432	+9434								
+9433	+9435								
CM23 Deleted: + 9635 + 9637	SS	10	TOTAL MOBILE SERVICE PARTS SALES TO SERVICE OUT OF BALANCE <table border="0" style="margin-left: 40px;"> <tr> <td>+ 9639</td> <td>+ 9646</td> </tr> <tr> <td>+ 9641</td> <td>+ 9648</td> </tr> <tr> <td>+ 9644</td> <td>+ 9650</td> </tr> </table> <p style="text-align: right; margin-right: 100px;">COMPARED TO BUCKET 9652</p>	+ 9639	+ 9646	+ 9641	+ 9648	+ 9644	+ 9650
+ 9639	+ 9646								
+ 9641	+ 9648								
+ 9644	+ 9650								
CM25	SS	10	TOTAL MOBILE SERVICE PARTS SALES OUT OF BALANCE <p style="margin-left: 40px;"><b>Bucket 9652 equals Bucket 9668 (WITHIN +/- \$10)</b></p>						

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
**SS= SHOW STOPPER CANNOT SUBMIT WITHOUT CORRECTION**

CM26 SS 10 MOBILE SERVICE PARTS GROSS ON SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9640 + 9645 + 9651  
 + 9636 + 9642 + 9647  
 + 9638 + 9643 + 9649  
 COMPARED TO BUCKET 9653

CM28 SS 10 TOTAL MOBILE SERVICE PARTS GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9653 + 9666 + 9667  
 + 9665  
 COMPARED TO BUCKET 9669

CM29 SS 10 TOTAL MOBILE SERVICE PARTS SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9825 + 9829 + 9834  
 + 9833 + 9826 + 9830 + 9836  
 + 9835 + 9827 + 9831  
 + 9828 + 9832  
 COMPARED TO BUCKET 9837

CM30 SS 10 MOBILE SERVICE PARTS SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 9669 - 9837  
 COMPARED TO 9838

CM31 SS 10 TOTAL MOBILE SERVICE SERVICE SALES OUT OF BALANCE (WITHIN +/- \$10)  
 + 9722 + 9727 + 9732  
 + 9724 + 9729 + 9734 + 9738  
 COMPARED TO BUCKET 9740

CM32 SS 10 TOTAL MOBILE SERVICE - SERVICE GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 9723 + 9730 + 9733  
 + 9725 + 9731 + 9735 + 9739  
 + 9728  
 COMPARED TO BUCKET 9741

CM33 SS 10 TOTAL MOBILE SERVICE - SERVICE SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)  
 Deleted: + 9881 + 9885 + 9890  
 + 9889 + 9882 + 9886 + 9892  
 + 9891 + 9883 + 9887  
 + 9884 + 9888  
 COMPARED TO BUCKET 9893

CM34 SS 10 SERVICE SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)  
 + 9741 - 9893  
 COMPARED TO BUCKET 9894

CM17 SS 10 Mblie Service Fixed Expenses Out of Balance  
 +9930 +9932 +9934  
 +9931 +9933 +9935  
 Compared to Bucket 9936