

2025 FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT 2025														
P&A CODE 0129					DEALER				REC'D 0131					
PERIOD OF 0130					ADDRESS				SALES CODE					
Month Ended					CITY-STATE/PROVINCE ZIP/POSTAL CODE				0132					
ASSETS					BALANCE SHEET					LIABILITIES				
1	CASH	ON HAND IN BANK			● 1000 -1010	0001	P A Y A B L E	NEW VEHICLES & DEMOS			● 2000 2005	0201		
2		MONEY MARKET/DEPOSIT			● 1015	0002		USED VEHICLES - NON CERTIFIED			2010	0202		
3	FINANCE CONTRACTS	NEW		● 1020	0003	FBA GOLD/FBA EV/LINCOLN CPO VEHICLES			2017	0401				
4		USED		● 1030	0004	FBA BLUE VEHICLES			2015	0203				
5	MARKETABLE SECURITIES			● 1040	0005	RECREATION VEHICLES			2020	0204				
6	NOTES RECEIVABLE				1100	0006		OTHER - SHORT TERM			2030	0205		
7	Discounted Notes Receivable (NON US)				1105	0007 (		LONG TERM - CURRENT PORTION			2040	0206		
8	ACCOUNTS RECEIVABLE	VEHICLE			● 1110 1125	0008		OVERDRAFT/LINES OF CREDIT (LINE OF CREDIT LIMIT)			● 2055	0209		
9		PARTS SERVICE BODY			0053	1120		ACCOUNTS PAYABLE			2100-2140, 2162,2163	0210		
10		OTHER			0054	1130,1131 1132,1135		0010	ACCOUNTS PAYABLE - CUSTOMER SALES TAX			2150	0403	
11		INCOME TAX REFUND				1139		0015	INCOME TAXES			2200 2205	0211	
12	F O R D	W&P CLAIMS			1140 1150	0011	C U S T O M E R	DEPOSITS			● 2300	0212		
13		VEHICLE HOLDBACK			● 1160	0012		ACCOMMODATIONS-SVC CONTRACTS/REP REFUND			● 2310 -2320	0213		
14	INCENTIVES				1170	0013		TAXES			2400 -2402	0214		
15	R E C	0063 Lincoln Support	0064 Ford Support	0065 CSR(FoC)	1174 1176 1177	0014		PAYROLL & BONUSES			2410 -2415	0215		
16		JOBBER INCENTIVES/ESP/FLOOR PLAN ASSISTANCE/OTHER			1180 -1200	0017		PROFIT SHARING (NON US)			2450	0216		
17	FINANCE RECEIVABLE CURRENT				1280	0019		OTHER			2420 -2423	0217		
18	ALLOWANCE - DOUBTFUL RECEIVABLE				1290 1291	0020 (		DEFERRED INTEREST INCOME (CURR PORTION - NON US)			2460 2465	0218		
19	N E W	CARS	0080 FORD	0081 LINC	0082 OTHER	● 1300 1305		TOTAL CURRENT LIABILITIES				0219		
20		SUV	0310 FORD	0311 LINC	0312 OTHER	● 1320 1325		0313	NEW 0220		VEHICLE EQUITY	USED 0221		
21	W E D	TRUCKS	0083 FORD	0084 LINC	0085 OTHER	● 1310 1315		0022	NET CASH			●		
22		DEMO	0086 FORD	0087 LINC	0088 OTHER	● 1340 1345		0023	AVERAGE MONTH TOTAL EXPENSES					
23	U S E D	NON CERTIFIED	CARS	0089	60 DAYS	0090	0024	NET CASH OVER (UNDER)						
24		FBA GOLD/FBA EV/LINCOLN CPO	SUV/TRUCKS	0091		0092	0025	L O N G T E R M L I A B I L I T I E S	MORTGAGES PAYABLE		2500	0225		
25		FBA BLUE VEHICLES	CARS	0110			1380		0301	N O T E S P A Y A B L E	OFFICERS & OWNERS		2510	0226
26			SUV/TRUCKS	0111			1385		0302		FORD		2515	0227
27			CARS	0093	60 DAYS	0095	1355		0026		OTHER		2520	0228
28		SUV/TRUCKS	0094		0096	1365	0027		LEASED VEHICLES		2530	0229		
29						1405	0028	RENTAL VEHICLES		2540	0230			
30	ALLOWANCE - PARTS INVENTORY ADJUSTMENT				1400 0098 1405 NON FOMOCO	1410	0029 (	ESTIMATED LIABILITY-REPOSSESSION PURCHASE LOSS			2600	0231		
31	OTHER INVENTORIES				0099 MEMO, WORK IN PROCESS	1440 -1460	0030	OTHER LIABILITIES			2700 2710	0232		
32	LIFO INVENTORY	0100 NEW	1470	0101 USED		1480	0031 (	TOTAL LIABILITIES				0233		
33		RESERVE PARTS				1490	0032 (	NET WORTH						
34	PREPAID EXPENSES					1500 -1560	0033	C O R P O R A T I O N	CAPITAL STOCK		2800	0234		
35	TOTAL CURRENT ASSETS					0034	CAPITAL IN EXCESS OF STOCK PAR VALUE		2805	0236				
36	LEASED VEHICLES NET					1610 -1640	0035		RETAINED EARNINGS		2810	0235		
37	RENTAL VEHICLES NET					1650 1660	0036		TREASURY STOCK		2803	0237		
38	LAND AND IMPROVEMENTS NET					1700 -1705	0037		FIXED ASSET REVALUATION (NON US)		2870	0238		
39	BUILDINGS					1710	0038		S U B - S Y	DIVIDENDS DECLARED		2820	0239 (	
40	DEPRECIATION					1715	0039 (	P A R T N E R S ' O R P R O P R I E T O R S		INVESTMENT		2830	0240	
41	EQUIPMENT					1720 -1723	0040		DRAWING		2840	0241 (		
42	DEPRECIATION					1725 -1728	0041 (		NET INVESTMENT				0242	
43	LEASEHOLDS					1730	0042	NET PROFIT - AFTER INCOME TAX - YTD			2850	0243		
44	AMORTIZED					1735	0043 (	NET WORTH				0244		
45	FINANCE RECEIVABLES DEFERRED NET					1800 1805	0044	TOTAL LIABILITIES & NET WORTH				0245		
46	RECEIVABLES - OFFICERS & EMPLOYEES					1810	0045	RETURN ON INVESTMENT - ROI						
47	CASH VALUE - LIFE INSURANCE					1820	0046	WORKING CAPITAL						
48	OTHER ASSETS - NET					1830 -1837	0047	ACTUAL						
49	TOTAL ASSETS						0048	RECOMMENDED MINIMUM OR GUIDE						
50	FROZEN CAPITAL (negative amount = no frozen capital for dealership)		USED VEHICLE INVENTORY					ACTUAL OVER(UNDER)						
PARTS INVENTORY					ACCOUNTS RECEIVABLE AGING									
PSB RECEIVABLES					CURRENT	31-60	61-90	91+						
53	OPERATING ANALYSIS		Month	YTD	Month	YTD	VEHICLE ACCTS	0500	0507	0514	0521			
54	TOTAL	SALES			% TOTAL SALES		PARTS ACCTS	0501	0508	0515	0522			
55		GROSS					SERVICE ACCTS	0502	0509	0516	0523			
56		EXPENSE					BODY ACCTS	0503	0510	0517	0524			
57	OPERATING PROFIT						WARRANTY RECV	0504	0511	0518	0525			
58	ADD & DED TO INCOME - BONUSES						FORD INCENT	0505	0512	0519	0526			
59	PROFIT BEFORE INCOME TAX						NOTES RECEIV	0506	0513	0520	0527			

LINE NO	DEALER			P & A CODE			SALES CODE			Month			PG 2			
	OPERATING SUMMARY															
	OPERATING SUMMARY		DOLLARS			UNITS YTD			DEPARTMENTAL OPERATING SUMMARY							
Month			YTD		CAR	SUV	TRUCK	NEW		USED	PARTS	SERVICE	BODY			
1	TOTAL SALES				N	N	N	M								
2					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							M								
14				1046				Y								
15	LEASED VEHICLE	5300		1047				ADJUSTMENTS TO INCOME	ADDITIONS			Month	YTD			
16	RENTAL VEHICLE	5200		1048					CASH DISC. EARNED			9100		1309		
17	RECREATIONAL VEHICLE	9000		1049					INTEREST INCOME			9150		1310		
18									DIVIDEND INCOME			9200		1311		
19	OTHER INVENTORY INCOME	9050		1051					SALES FIXED ASSETS			9250		1312		
20	ADJ. TO INCOME	9100		1052					OTHER INCOME			9300		1313		
21	FORD MOTOR COMPANY PROGRAMS		9430, 9440, 9620	1053					DOCUMENTATION FEES			9350		1314		
22	INDEMNITIES NON US		9060	()	1054	()			PUBLIC CHARGING			9370		1314		
23	BONUS	DEALER	9500		1055				DEDUCTIONS							
24		EMPLOYEE	9550		1056				CASH DISCOUNT			9400		1315		
25	PROFIT BEFORE INCOME TAX			1057				OTHER			9450		1316			
26					PNVS			TOTAL (Line 20)			9600		1317			
27	EST. INCOME TAX	9900		1059		%TOTAL SALES			FORD MOTOR COMPANY PROGRAMS							
28	PROFIT (NON US) SHARING	9910		1060				LINCOLN SUPPORT			9430		1414			
29	COMBINED CAPITAL/LEGAL RESERVE (NON US)	9920		1061				FORD SUPPORT			9440		1415			
30	NET PROFIT AFTER TAX			1062				AD STANDARDS			9460		1419			
31					PNVS			CUSTOMER SATISFACTION RECOGNITION (FoC)			9620		1416			
32	TOTAL OVERHEAD EXP							TOTAL FORD MOTOR COMPANY PROGRAMS (LINE 21)					1423			
33	TOTAL P, S, BS GROSS							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								
34	NET OPERATING COST							Service & Body Shop Sales Expense			MONTH	YTD				
35	TOTAL	VEHICLE GROSS						(BENCHMARK IS 85% -- 100%)			%	%				
36		VAR. SALES EXP.						NON-US DEALER ADJUSTMENTS (MEMO)								
37		VARIABLE GROSS						EXCHANGE RATE ADJUSTMENT			9350		1443			
38	BREAK-EVEN UNITS = N. O. C. / VAR. GROSS + DOC FEES + FOMOCO PROGRAMS PN/UVR				Month	YTD			MONETARY ADJUSTMENT			9600	()	1444 ()		
39													Month	YTD		
40																
41																
42																
43																
44																
45	OPERATING TREND ANALYSIS	NEW UNITS			USED UNITS RETAIL		TOTAL VEHICLE INCL WHSL	SELLING/ADJUSTED * SELLING GROSS (000)					FIXED EXP. (000)	OPT PFT (000)	PFT BIT (000)	NET PFT PNVS
46		CAR	SUV	TRUCK	CAR	SUV/TRUCK		NEW	USED	PARTS *	SERVICE *	BODY SHOP *				
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 TO INCOME	ADDITIONS		Month	YTD
	CASH DISC. EARNED	9100		1309
	INTEREST INCOME	9150		1310
	DIVIDEND INCOME	9200		1311
	SALES FIXED ASSETS	9250		1312
	OTHER INCOME	9300		1313
		9350		
	DOCUMENTATION FEES	9370		1314
	PUBLIC CHARGING	9380		1319
	DEDUCTIONS			
	CASH DISCOUNT	9400		1315
	OTHER	9450		1316
		9600		
	TOTAL (Line 20)			1317
	FORD MOTOR COMPANY PROGRAMS			
LINCOLN SUPPORT	9430		1414	
FORD SUPPORT	9440		1415	
AD STANDARDS	9460		1419	
CUSTOMER SATISFACTION RECOGNITION (FoC)	9620		1416	
TOTAL FORD MOTOR COMPANY PROGRAMS (LINE 21)			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				
(BENCHMARK IS 85% -- 100%)		MONTH	YTD	
		%	%	
NON-US DEALER ADJUSTMENTS (MEMO)				
EXCHANGE RATE ADJUSTMENT	9350		1443	
MONETARY ADJUSTMENT	9600	()	1444 ()	
		Month	YTD	
TOTAL PAYROLL			1445	

DEALER				P & A CODE		SALES CODE		Month		PG 3 SUV	
Month				NEW SUV				YEAR TO DATE			
SALES		GROSS	UNITS	GR PVS	NEW GAS & DIESEL SUV		UNITS	GR PVS	SALES	GROSS	
1					EDGE	3475 3476	3044		3046	3047	
2					ESCAPE	3450 3451	3004		3006	3007	
3					EXPLORER	3410 3411	3014		3016	3017	
4					EXPEDITION	3400 3401	3024		3026	3027	
5					BRONCO SPORT	3007 3008	3394		3396	3397	
6					BRONCO	3198 3199	3154		3156	3157	
7					TBD FORD SUV #1	3256 3257	2174		2176	2177	
8					EVEREST (PRCCA ONLY)	3252 3253	13004		13006	13007	
9					TERRITORY (MEXICO ONLY)	3289 3290	2184		2186	2187	
10					FORD DISCONTINUED SUV	3258 3259	2194		2196	2197	
11					TOTAL FORD RETAIL SUV		8004		8006	8007	
12					LINCOLN NAVIGATOR	3590 3591	3234		3236	3237	
13					LINCOLN NAUTILUS	3566 3567	3444		3446	3447	
14					LINCOLN AVIATOR	3582 3583	3254		3256	3257	
15					LINCOLN CORSAIR	3592 3593	3304		3306	3307	
16					TBD LINCOLN SUV # 1	3594 3595	3324		3326	3327	
17					LINCOLN DISCONTINUED SUV	3586 3587	3264		3266	3267	
18					TOTAL LINCOLN RETAIL SUV		3274		3276	3277	
19					NON FOMOCO SUV	3260 3261	2224		2226	2227	
20					TOTAL RETAIL SUV		8484		8486	8487	
21					FOMOCO COMMERCIAL/FLEET SUV	3262, 66-71	2314		2316	2317	
22					NON FOMOCO COMMERCIAL/FLEET SUV	3263	2324		2326	2327	
23					TOTAL COMMERCIAL/FLEET SUV		8664		8666	8667	
24					SUV INCENTIVES (GAS & DIESEL)	4264 4265				2337	
25					TOTAL NEW SUV (GAS & DIESEL)		8114		8116	8117	
26	NEW ALTERNATIVE ENERGY SUV										
27					ESCAPE (PHEV)	3152 3153	3484		3486	3487	
28					ESCAPE HYBRID	3414 3415	3314		3316	3317	
29					EXPLORER HYBRID	3154 3155	3434		3436	3437	
30					MUSTANG MACH-E	3136 3137	3194		3196	3197	
31					TBD FORD ALTERNATIVE ENERGY SUV #1	3176 3177	2374		2376	2377	
32					TBD FORD ALTERNATIVE ENERGY SUV #2	3178 3179	2384		2386	2387	
33					FORD DISCONTINUED ALTERNATIVE ENERGY SUV	3180 3181	2394		2396	2397	
34					TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV		8034		8036	8037	
35					LINCOLN CORSAIR (PHEV)	3164 3165	3964		3966	3967	
36					LINCOLN AVIATOR (PHEV)	3166 3167	3544		3546	3547	
37					LINCOLN NAUTILUS HYBRID	3168 3169	3464		3466	3467	
38					TBD LINCOLN ALTERNATIVE ENERGY SUV #2	3170 3171	3454		3456	3457	
39					LINCOLN DISCONTINUED ALTERNATIVE ENERGY SUV	3172 3173	3734		3736	3737	
40					TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV		3384		3386	3387	
41					NON FOMOCO ALTERNATIVE ENERGY SUV	3182 3183	2444		2446	2447	
42					TOTAL ALTERNATIVE ENERGY RETAIL SUV		8494		8496	8497	
43					FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET	3184 3272	2454		2456	2457	
44					NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/F	3185	2464		2466	2467	
45					TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV		8674		8676	8677	
46					SUV INCENTIVES (ALTERNATIVE ENERGY)	4186 4187				2507	
47					TOTAL NEW ALTERNATIVE ENERGY SUV		8964		8966	8967	
48					SUV SUBSCRIPTION SERVICE	4291 4292				2507	
49					TOTAL NEW SUV VEHICLES		8384		8386	8387	
50											
51											
52											
53											
54											
55											
56											
57											
58											
59											
60											
61											
62											

DEALER				P & A CODE		SALES CODE		Month		PG 3 TRK	
Month				NEW TRUCKS				YEAR TO DATE			
SALES		GROSS	UNITS	GR PVS	NEW GAS & DIESEL TRUCKS		UNITS	GR PVS	SALES	GROSS	
1					ECONOLINE/CLUB WAGON	3420	3054		3056	3057	
2					RANGER	3421	3354		3356	3357	
3					F150	3422	3074		3076	3077	
4					SUPER DUTY F250-350	3423	3084		3086	3087	
5					TRANSIT CONNECT	3780	3114		3116	3117	
6					TRANSIT (VAN)	3781	3164		3166	3167	
7					MAVERICK	3550	3884		3886	3887	
8					TBD FORD TRUCK # 2	3551	3914		3916	3917	
9					TRANSIT COURIER (MEXICO ONLY)	3556	2094		2096	2097	
10					FORD DISCONTINUED TRUCK	3557	3124		3126	3127	
11					TOTAL FORD LIGHT RETAIL TRUCKS	3558	8014		8016	8017	
12					NON FOMOCO LIGHT TRUCK	3460	3494		3496	3497	
13					TOTAL LIGHT RETAIL TRUCKS	3461	8994		8996	8997	
14					SUPER DUTY F450-600	3740	3564		3566	3567	
15					SUPER DUTY F650-750	3741	3574		3576	3577	
16					TOTAL FORD MEDIUM RETAIL TRUCKS	3500	3584		3586	3587	
17					NON FOMOCO MEDIUM RETAIL TRUCK	3501	3594		3596	3597	
18					TOTAL MEDIUM RETAIL TRUCKS	3600	3604		3606	3607	
19					TOTAL RETAIL TRUCKS	8974	8974		8976	8977	
20					FOMOCO COMMERCIAL/FLEET LIGHT TRUCK	3470	3524		3526	3527	
21					NON FOMOCO COMMERCIAL/FLEET LIGHT TRUCK	3524	3414		3416	3417	
22					TOTAL COMMERCIAL/FLEET LIGHT TRUCKS	3516	3674		3676	3677	
23					FOMOCO COMMERCIAL/FLEET MEDIUM TRUCK	3609	3754		3756	3757	
24					NON FOMOCO COMMERCIAL/FLEET MEDIUM TRUCK	3533	3764		3766	3767	
25					TOTAL COMMERCIAL/FLEET MEDIUM TRUCKS	3610	3774		3776	3777	
26					TOTAL COMMERCIAL/FLEET TRUCKS	3784	3784		3786	3787	
27					TRUCK INCENTIVES (GAS & DIESEL)	4620				3617	
28					TOTAL NEW TRUCKS (GAS & DIESEL)	4621	8914		8916	8917	
29	NEW ALTERNATIVE ENERGY TRUCKS										
30					F150 HYBRID	3156	3514		3516	3517	
31					F150 LIGHTNING (BEV)	3157	3034		3036	3037	
32					E-TRANSIT (VAN) (BEV)	3190	3214		3216	3217	
33					MAVERICK HYBRID	3191	3534		3536	3537	
34					TBD FORD ALTERNATIVE ENERGY TRUCK #2	3158	3654		3656	3657	
35					TBD FORD ALTERNATIVE ENERGY TRUCK #3	3159	2044		2046	2047	
36					FORD DISCONTINUED ALTERNATIVE ENERGY TRUCKS	3160	3894		3896	3897	
37					TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCKS	3162	8044		8046	8047	
38					NON FOMOCO ALTERNATIVE ENERGY TRUCKS	3163	3474		3476	3477	
39					TOTAL ALTERNATIVE ENERGY RETAIL TRUCKS	3174	8984		8986	8987	
40					FORD MOTOR CO. ALTERNATIVE ENERGY COMMERCIAL/FLEET	3520	3134		3136	3137	
41					NON FORD MOTOR CO. ALTERNATIVE ENERGY COMMERCIAL	3527	3144		3146	3147	
42					TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCKS	3522	3184		3186	3187	
43					TRUCK INCENTIVES (ALTERNATIVE ENERGY)	4009				3647	
44					TOTAL NEW ALTERNATIVE ENERGY TRUCKS	4010	8904		8906	8907	
45					TRUCK SUBSCRIPTION SERVICE	4293				2677	
46					TOTAL NEW TRUCKS	4294	8454		8456	8457	
47	Month				MEMO: TOTAL MODEL E		YEAR TO DATE				
48	SALES	GROSS	UNITS	GR PVS			UNITS	GR PVS	SALES	GROSS	
49					MUSTANG MACH-E	3136	2244		2246	2247	
50					F150 LIGHTNING	3137	2264		2266	2267	
51					E-TRANSIT	3190	2274		2276	2277	
52					TBD MODEL E VEHICLE #1	3191	2004		2006	2007	
53					TBD MODEL E VEHICLE #2	3192	2074		2076	2077	
54					TOTAL MODEL E VEHICLES	3193	2364		2366	2367	
55					TOTAL PUBLIC CHARGING					1333	
56					TOTAL MODEL E					2757	
57	MODEL E ASSETS	EQUIPMENT	COST	1723	0113						
58			DEPRECIATION	1728	0114	()					
59	Month				MEMO: USED EV CPO		YEAR TO DATE				
60	SALES	GROSS	UNITS	GR PVS			UNITS	GR PVS	SALES	GROSS	
61					FBA EV CAR	3832	4194		4196	4197	
62					FBA EV SUV/TRUCK	3972	4794		4796	4797	

DEALER				P & A CODE		SALES CODE		Month		PG 3 CAR			
Month				NEW CARS				YEAR TO DATE					
SALES		GROSS	UNITS	GR PVS	NEW GAS & DIESEL CARS		UNITS	GR PVS	SALES	GROSS			
1					MUSTANG	3040 3041	2034		2036	2037			
2					MUSTANG GTD	3092 3093	2484		2486	2487			
3					FORD GT	3037 3038	2114		2116	2117			
4					TBD FORD CAR #1	3118 3119	2344		2346	2347			
5					FORD DISCONTINUED CAR	3045 3046	2124		2126	2127			
6					TOTAL FORD RETAIL CARS		2204		2206	2207			
7					TBD LINCOLN CAR #1	3122 3123	2474		2476	2477			
8					LINCOLN DISCONTINUED CAR	3242 3243	2294		2296	2297			
9					TOTAL LINCOLN RETAIL CARS		2304		2306	2307			
10					NON FOMOCO RETAIL CAR	3340 3341	2894		2896	2897			
11					TOTAL RETAIL CARS		2904		2906	2907			
12					FOMOCO COMMERCIAL/FLEET CAR	3360 3362	2914		2916	2917			
13					NON FOMOCO COMMERCIAL/FLEET CAR	3370	2924		2926	2927			
14					TOTAL COMMERCIAL/FLEET CARS		2934		2936	2937			
15					CAR INCENTIVES (GAS & DIESEL)	4380 4381				2947			
16					TOTAL NEW CARS (GAS & DIESEL)		2954		2956	2957			
NEW ALTERNATIVE ENERGY CARS													
18					TBD FORD ALTERNATIVE ENERGY CAR #1	3138 3139	2544		2546	2547			
19					TBD FORD ALTERNATIVE ENERGY CAR #2	3140 3141	2554		2556	2557			
20					FORD DISCONTINUED ALTERNATIVE ENERGY CARS	3142 3143	2564		2566	2567			
21					TOTAL FORD ALTERNATIVE ENERGY RETAIL CARS		2574		2576	2577			
22					TBD LINCOLN ALTERNATIVE ENERGY CAR #1	3144 3145	2584		2586	2587			
23					TBD LINCOLN ALTERNATIVE ENERGY CAR #2	3146 3147	2594		2596	2597			
24					LINCOLN DISCONTINUED ALTERNATIVE ENERGY CARS	3148 3149	2614		2616	2617			
25					TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CARS		2624		2626	2627			
26					NON FOMOCO ALTERNATIVE ENERGY CARS	3150 3151	2634		2636	2637			
27					TOTAL ALTERNATIVE ENERGY RETAIL CARS		2644		2646	2647			
28					FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET	3512	2854		2856	2857			
29					NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/F	3514	2874		2876	2877			
30					TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CARS		2884		2886	2887			
31					CAR INCENTIVES (ALTERNATIVE ENERGY)	4109 4011				2657			
32					TOTAL NEW ALTERNATIVE ENERGY CARS		2714		2716	2717			
33					CAR SUBSCRIPTION SERVICE	4295 4296				2867			
34					TOTAL NEW CARS		8354		8356	8357			
35					TOTAL NEW VEHICLES (GAS & DIESEL)		3344		3346	3347			
36					TOTAL NEW ALTERNATIVE ENERGY VEHICLES		3724		3726	3727			
37					TOTAL SUBSCRIPTION SERVICE					8237			
38					DLR TRANS UNITS-YTD	4640 3639				3637			
39					TOTAL NEW VEHICLES		3704		3706	3707			
40													
41													
42													
43													
44													
45													
46	ADVERTISING												
47	NEW A D V E R T I S I N G	MTD		YTD		DIGITAL ADVERTISING		MTD		YTD		USED A D V E R T I S I N G	
48				4214	7250 7500	SEARCH ENGINE MARKETING (SEM)		7430 7520			4284		
49				4215	7251 7501	DISPLAY ADS/RETARGETING INC. SOCIAL		7431 7521			4285		
50				4216	7252 7502	DIGITAL RETAILING		7432 7522			4286		
51				4217	7253 7503	ONLINE REPUTATION SERVICES		7433 7523			4287		
52				4218	7254 7404	3RD PARTY LEAD PROVIDERS		7434 7524			4288		
53				4219	7255 7405	DATABASE MARKETING		7435 7525			4289		
54				4220	7256 7406	OTHER		7436 7526			4290		
55				4221		TOTAL DIGITAL ADVERTISING					4291		
56			MTD		YTD		TRADITIONAL ADVERTISING		MTD		YTD		
57				4222	7257 7407	TV BROADCAST & CABLE		7437 7527			4292		
58				4223	7258 7408	RADIO		7438 7528			4293		
59				4224	7259 7409	DIRECT MAIL		7439 7529			4294		
60				4225	7260 7410	OTHER		7440 7530			4295		
61				4226		TOTAL TRADITIONAL ADVERTISING					4296		
62				4227		TOTAL ADVERTISING (PG 4, LINE 52)					4297		

DEALER					P & A CODE		SALES CODE		Month		PG 3 TOTAL					
Month					TOTAL NEW VEHICLES SUBTOTAL SUMMARY				YEAR TO DATE							
SALES		GROSS		UNITS					GR PVS		SALES		GROSS			
					MEMO: ENERGY TYPE SUBTOTALS											
					TOTAL GAS & DIESEL RETAIL VEHICLES				8954		8956		8957			
					TOTAL GAS & DIESEL COMMERCIAL/FLEET VEHICLES				8934		8936		8937			
					TOTAL GAS & DIESEL INCENTIVES								8817			
					TOTAL GAS & DIESEL VEHICLES				3344		3346		3347			
					TOTAL ALTERNATIVE ENERGY RETAIL VEHICLES				8944		8946		8947			
					TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET VEHICLES				8924		8926		8927			
					TOTAL ALTERNATIVE ENERGY INCENTIVES								8827			
					TOTAL ALTERNATIVE ENERGY VEHICLES				3724		3726		3727			
					MEMO: VEHICLE GROUP SUBTOTALS											
					TOTAL RETAIL CARS				8334		8336		8337			
					TOTAL COMMERCIAL/FLEET CARS				8344		8346		8347			
					TOTAL CAR INCENTIVES								8607			
					CAR SUBSCRIPTION SERVICE								2867			
					TOTAL NEW CARS				8354		8356		8357			
					TOTAL RETAIL SUV				8364		8366		8367			
					TOTAL COMMERCIAL/FLEET SUV				8374		8376		8377			
					TOTAL SUV INCENTIVES								8617			
					SUV SUBSCRIPTION SERVICE								2667			
					TOTAL NEW SUV				8384		8386		8387			
					TOTAL RETAIL TRUCKS				8414		8416		8417			
					TOTAL COMMERCIAL/FLEET TRUCKS				8444		8446		8447			
					TOTAL TRUCK INCENTIVES								8627			
					TRUCK SUBSCRIPTION SERVICE								2677			
					TOTAL NEW TRUCKS				8454		8456		8457			
					TOTAL RETAIL VEHICLES				8464		8466		8467			
					TOTAL COMMERCIAL/FLEET VEHICLES				8474		8476		8477			
					TOTAL INCENTIVES								8837			
					TOTAL SUBSCRIPTION SERVICE								8237			
					DLR TRANS UNITS-YTD										3637	
					TOTAL NEW VEHICLES				3704		3706		3707			
					MEMO: BRAND RETAIL SUBTOTALS											
					TOTAL FORD RETAIL CARS				8064		8066		8067			
					TOTAL FORD RETAIL SUV				8074		8076		8077			
					TOTAL FORD RETAIL LIGHT TRUCKS				8084		8086		8087			
					TOTAL FORD RETAIL MEDIUM TRUCKS				8094		8096		8097			
					TOTAL FORD RETAIL VEHICLES				8854		8856		8857			
					TOTAL LINCOLN RETAIL CARS				8124		8126		8127			
					TOTAL LINCOLN RETAIL SUV				8134		8136		8137			
					TOTAL LINCOLN RETAIL VEHICLES				8844		8846		8847			
					TOTAL FORD & LINCOLN RETAIL VEHICLES				3994		3996		3997			
					MEMO: RETAIL VEHICLE LINE SUBTOTALS											
					TOTAL ESCAPE RETAIL SUV				3424		3426		3427			
					TOTAL EXPLORER RETAIL SUV				3974		3976		3977			
					TOTAL LINCOLN CORSAIR RETAIL SUV				3944		3946		3947			
					TOTAL LINCOLN AVIATOR RETAIL SUV				3924		3926		3927			
					TOTAL LINCOLN NAUTILUS RETAIL SUV				8784		8786		8787			
					TOTAL F150 RETAIL LIGHT TRUCKS				3934		3936		3937			
					TOTAL TRANSIT (VAN) RETAIL LIGHT TRUCKS				8774		8776		8777			
					TOTAL MAVERICK RETAIL LIGHT TRUCKS				8764		8766		8767			
					MEMO: OTHER SUBTOTALS											
					TOTAL FORD DISCONTINUED RETAIL CARS				8254		8256		8257			
					TOTAL FORD DISCONTINUED RETAIL SUV				8744		8746		8747			
					TOTAL FORD DISCONTINUED RETAIL LIGHT TRUCKS				8314		8316		8317			
					TOTAL LINCOLN DISCONTINUED RETAIL CARS				8274		8276		8277			
					TOTAL LINCOLN DISCONTINUED RETAIL SUV				8294		8296		8297			
					TOTAL NON FOMOCO RETAIL CARS				8174		8176		8177			
					TOTAL NON FOMOCO RETAIL SUV				8634		8636		8637			
					TOTAL NON FOMOCO RETAIL LIGHT TRUCKS				8184		8186		8187			
					TOTAL NON FOMOCO RETAIL MEDIUM TRUCKS				8194		8196		8197			
					TOTAL FOMOCO COMMERCIAL/FLEET CARS				8144		8146		8147			
					TOTAL FOMOCO COMMERCIAL/FLEET SUV				8654		8656		8657			
					TOTAL FOMOCO COMMERCIAL/FLEET LIGHT TRUCKS				8154		8156		8157			
					TOTAL FOMOCO COMMERCIAL/FLEET MEDIUM TRUCKS				8164		8166		8167			
					TOTAL NON FOMOCO COMMERCIAL/FLEET CARS				8204		8206		8207			
					TOTAL NON FOMOCO COMMERCIAL/FLEET SUV				8644		8646		8647			
					TOTAL NON FOMOCO COMMERCIAL/FLEET LIGHT TRUCKS				8214		8216		8217			
					TOTAL NON FOMOCO COMMERCIAL/FLEET MEDIUM TRUCKS				8224		8226		8227			

DEALER		P & A CODE										SALES CODE										Month		PG 4	
SALES		GROSS		UNITS		GR PVS		USED VEHICLE DEPARTMENT						UNITS		GR PVS		SALES		GROSS		YEAR TO DATE			
								USED CAR RETAIL (NON CERTIFIED)						3700 3720 3715 3730		4004				4006				4007	
								FBA BLUE CAR RETAIL										4026						4027	
								FBA GOLD/FBA EV/LINCOLN CPO CAR										4016						4017	
								TOTAL USED CARS RETAIL						4174				4176						4177	
								USED SUV/LIGHT TRUCK RETAIL (NON CERTIFIED)						3750 3765 3767 3770		4034				4036				4037	
								USED COMMERCIAL/FLEET						3860 3870 3865 3875		4054				4056				4057	
								FBA BLUE SUV/TRUCK RETAIL						3950 3965		4064				4066				4067	
								FBA GOLD/FBA EV/LINCOLN CPO SUV/TRUCK						3970 3975		4044				4046				4047	
								TOTAL USED SUV/TRUCKS RETAIL						4184				4186						4187	
								USED VEHICLE INCENTIVES						4890										4077	
								TOTAL USED RETAIL						4084				4086						4087	
								USED CAR WHOLESALE						3710		4094				4096				4097	
								CAR OFF LEASE						3808		4234				4236				4237	
								USED SUV/TRUCK WHOLESALE						3760		4114				4116				4117	
								SUV/TRUCK OFF LEASE						3810		4244				4246				4247	
								USED VEH INVENTORY ADJ						4702 4752 4880										4137	
								TOTAL USED WHOLESALE						4144				4146						4147	
								TOTAL USED VEHICLES						4154				4156				4157			
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							
4251				4253								4257				4259									
INCOME		UNITS		%PEN		PVR		F&I DEPARTMENT				UNITS		%PEN		PVR		INCOME							
Month		YTD		Month		YTD		YTD		Month		YTD		Month		YTD		Month		YTD					
4301				4303						5000 FINANCE CONTRACTS 5100		4401								4406					
4311								5010 5011 FIN INC ADJ 5110 5112												4416					
4321				4323				5020 5021 INSUR CONTRACTS 5120 5121				4421								4426					
4391				4393				5090 5091 GAP INSURANCE 5190 5191				4491								4496					
4331								5030 5031 INSUR ADJ 5130 5131												4436					
4341				4343				5040 5041 EXT SERVICE CONTR 5140 5141				4441								4446					
4351								5050 5051 EXT SERV CONTR REF 5150 5151												4456					
4361								5060.61 5060.61 OTHER MERCHANDISE 5160.61 5160.61												4466					
4371								6070 6080 REPO LOSS NET 6170 6180												4476					
4381								F&I NET INCOME												4486					
Month		YTD		PNVS		Month		YTD				Month		YTD		Month		YTD							
		4501								TOTAL VEHICLE GROSS								4507							
()		4511 ()						6200		COST OF SALES ADJ: LIFO 6250		()		4517 ()											
		4521								F&I NET INCOME (LINE 32)				4527											
		4531		NEW GROSS % SALES		S		TOTAL VEHICLE		S		USED GROSS % SALES		4537											
		4541				G				G				4547											
NEW VEHICLE SALES EXPENSE				% TOTAL NEW GROSS				% TOTAL USED GROSS		USED VEHICLE SALES EXPENSE															
		4551						COMM & INCENT.		7000 SALESPERSON 7200				4557											
		4561								7010 7011 SALES MANAGERS 7201 7211				4567											
		4571								7410 7411 F&I 7460 7462				4577											
		4581						7030 7031 PRE-DELIVERY																	
()		4591 ()						7040 7041 PRE-DELIVERY ALLOWANCES																	
		4601						7050 7051 FREE SERVICE/MAINT & POLICY		7230 7231				4607											
		4611						TOTAL VARIABLE EXPENSE						4617											
		4621						VARIABLE GROSS						4627											
		4631						S A L E R I E S		7070 SALESPERSONS 7270				4637											
		4641								7080 SALES MANAGERS 7280				4647											
		4651								7100 OTHER 7300				4657											
		4661								7400 F&I 7450				4667											
		4671						TOTAL ADVERTISING (PG 3CAR, LINE 62)						4677											
()		4691 ()						7120 7121 ADVERTISING REBATES		7320 7321		()		4697 ()											
		4701						7130 PROMOTION		7330				4707											
		4711						7140 TRAINING		7340				4717											
		4721						7150 DEMO EXPENSE		7350				4727											
		4731						7160 7170 SERVICE LOANERS		7360 7370				4737											
		4741						7420 F&I OTHER		7470				4747											
		4751						7180 INTEREST-FLOOR PLAN		7380				4757											
()		4761 ()						7190 FLOOR PLAN ASSISTANCE		7390		()		4767 ()											
		4771						TOTAL SEMI-FIXED EXPENSES						4777											
		4781						SELLING GROSS						4787											

DEALER		P & A CODE		SALES CODE		Month		PG 5													
PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT													
Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD										
1	5070	GROSS%SALES		5400	WHOLESALE*	GROSS%SALES		GROSS%SALES													
2	5071			5401		LABOR RATES		RO ANALYSIS		TRAFFIC RO COUNT		SALES PER RO									
3	5072			5402, 03, 04										REPAIR		BODY		W&P		INTERNAL	
4	5073			6410 WHOLESALE JOB INCENTIVE																	
5	5074			5420	TOTAL WHSL	LINC		5312	5313	5314	5315										
6	5075			5421																	
7	5076			5422, 23, 24																	
8	5077			5430		COUNTER RETAIL*															
9	5078			5435	ESP REPAIR SHOP																
10	5079			5436, 37, 38																	
11	5080			5440																	
12	5081			5445, 46, 47																	
13	5082			6450	JOB INCENTIVE																
14	5083			6452																	
15	5084			5460		WARRANTY & POLICY CLAIMS (SERVICE)															
16				5462, 63, 64																	
17	5086			5470																	
18	5087			5475																	
19	5088			5476, 35, 36, 37, 38	INTERNAL (SERVICE)																
20	5089			5480																	
21	5090			5485																	
22	5091			5485																	
23	5092			5485	UNAPPLIED TIME																
24	5093			5485																	
25	5094			5485																	
26	5095			5485																	
27	5096			5510	BODY SHOP (PAINT)																
28	5097			5512																	
29	5098			5513																	
30	5099			5520																	
31	5100			5522	WARRANTY & POLICY CLAIMS (BODY SHOP)																
32	5101			5523																	
33	5102			5530																	
34	5103			5532																	
35	5104			5533	INTERNAL (BODY SHOP)																
36	5105			5540, 45, 46, 47																	
37	5106			5540, 45, 46, 47																	
38	5107			5540, 45, 46, 47																	
39	5108			5540, 45, 46, 47	MATERIALS																
40	5109			5540, 45, 46, 47																	
41	5110			5540, 45, 46, 47																	
42	5111			5540, 45, 46, 47																	
43	5112			5540, 45, 46, 47	TOTAL PARTS SALES-SERV																
44	5113			5540, 45, 46, 47																	
45	5114			5540, 45, 46, 47																	
46	5115			5540, 45, 46, 47																	
47	5116			5540, 45, 46, 47	TOTAL PARTS SALES-BODY																
48	5117			5540, 45, 46, 47																	
49	5118			5540, 45, 46, 47																	
50	5119			5540, 45, 46, 47																	
51	5120			5540, 45, 46, 47	TOTAL DEPARTMENT																
52	5121			5540, 45, 46, 47																	
53	5122			5540, 45, 46, 47																	
54	5123			5540, 45, 46, 47																	
55	5124			5540, 45, 46, 47	TOTAL SALES EXP																
56	5125			5540, 45, 46, 47																	
57	5126			5540, 45, 46, 47																	
58	5127			5540, 45, 46, 47																	
59	5128			5540, 45, 46, 47	SELLING GROSS																
60	5129			5540, 45, 46, 47																	
61	5130			5540, 45, 46, 47																	
62	5131			5540, 45, 46, 47																	

LINE NO	DEALER				P & A CODE				SALES CODE				Month				PG 6									
	SELLING/ADJUSTED * SELLING GROSS ALL DEPTS		Month	YTD	MON	YTD	NEW		USED		PARTS		SERVICE		BODY		UNAPPLIED									
				6030			6120		6150		6180		6210		6240											
FIXED EXPENSE				% GROSS				DEPARTMENTAL FIXED EXPENSE ALLOCATION - YTD																		
1	SAL-GEN MGR	8000 8050 8005 8006		6031			6121		6151		6181		6211		6241		6271									
2	SALARIES-ADM.	8020		6032			6122		6152		6182		6212		6242		6272									
3	EMPLOYEE BENEFIT	8040 8041 8045 8051		6033			6123		6153		6183		6213		6243		6273									
4	PAYROLL TAXES	8100 8052 8105 8106		6034			6124		6154		6184		6214		6244		6274									
5	PENSIONS	8200 8205 8053 8206 6210		6035			6125		6155		6185		6215		6245		6275									
6	INSTL. ADV & PROMO	8220 8240		6036			6126		6156		6186		6216		6246		6276									
7	RENT & EQUIV. *	8300,20,40,60,80 & 8400,20 8305,45,65,85 & 8405,25 & 8059, 55-59, 81		6037			6127		6157		6187		6217		6247		6277									
8	UTILITIES *	8500 8060 8505 8506		6038			6128		6158		6188		6218		6248		6278									
9	TELEPHONE	8520 8525 8446 8061 8062		6039			6129		6159		6189		6219		6249		6279									
10	TAXES	8445 8540 8646 8062		6040			6130		6160		6190		6220		6250		6280									
11	INSURANCE	8600 8063 8620		6041			6131		6161		6191		6221		6251		6281									
12	OFFICE SUPPLIES	8640 8645 8665		6042			6132		6162		6192		6222		6252		6282									
13	PROFESSIONAL & SERVICE FEES	8660 8665 8706 8064		6043			6133		6163		6193		6223		6253		6283									
14	DATA PROCESSING	8680 8082		6044			6134		6164		6194		6224		6254		6284									
15	BAD DEBTS	8700 8705 8726 8065		6045			6135		6165		6195		6225		6255		6285									
16	CONTRIBUTIONS	8720 8725 8766 8066		6046			6136		6166		6196		6226		6256		6286									
17	INTEREST	8740		6047			6137		6167		6197		6227		6257		6287									
18	DEPREC EQUIP	8760 8765 8806 8067 8063		6048			6138		6168		6198		6228		6258		6288									
19	EO & VEH MAINT GEN'L	8780 8084		6049			6139		6169		6199		6229		6259		6289									
20	TRAVEL & ENTERTAINMENT	8800 8805 8826 8068		6050			6140		6170		6200		6230		6260		6290									
21	MISC. EXPENSE	8820 8825 8085 8841 8069		6051			6141		6171		6201		6231		6261		6291									
22	ALLOCATION OF UNAPPLIED EXPENSE						6142	6172		6202		6232		6262		6292										
23	TOTAL FIXED			6053			6143	6173		6203		6233		6263		TOTAL APPLIED										
24	DEALER SALARY	8900 8901		6054			6144	6174		6204		6234		6264												
25	OPERATING PROFIT			6055			6145	6175		6205		6235		6265												
26	NEW VEHICLE						F & I SELLING GROSS ANALYSIS						USED VEHICLE						RENTAL DEPARTMENT				Month		YTD	
27	Month		YTD		V E H I C L E S			Month		YTD		INCOME						6410								
28						GROSS				SALARIES				5210				6411								
29						VAR. SELLING EXP				COMMISSIONS/INCENTIVES				5220				6412								
30						SEMI FIXED SELLING EXP				OTHER EXPENSES				5230				6413								
31						SELLING GROSS				TOTAL NET				5200				6414								
32					TOTAL F&I NET INCOME				AGREEMENTS								6415									
33					F&I SELLING EXPENSES				INVENTORY ANALYSIS				RENTAL			SERVICE LOANERS										
34					F&I SELLING GROSS								CAR	TRK	SUV											
35					TOTAL SELLING GROSS																					
36	* RENT & EQUIVALENT				Month	YTD			TOT UNITS @ EOM				6420	6430	6440	6450										
37		NET RENT OR EQUIV.			8300 8305 8306 8320 8054	6360			TOT UNIT DAYS AVAIL/MO				6421	6431	6441	6451										
38		DEPREC & AMORT			8340 8360 8345 8365 8346 8368 8055	6361			CUST ESP PAID DAYS/MO				6422	6432	6442	6452										
39		INSURANCE-BUILDING			8380 8057 8081 8385 8386	6362			SERVICE LOANER-PAID DAYS/MO				6423	6433	6443	6453										
40		TAX-REAL ESTATE			8400 8058 8405 8406	6363			DLR PAID DAYS/MO				6424	6434	6444	6454										
41		MAINT-BUILDING			8420 8059 8425 8426	6364			NON UTILIZED DAYS/MO				6425	6435	6445	6455										
42	TOTAL				6365			% UTILIZATION				6426	6436	6446	6456											
43					6365			% CUSTOMER/EXP PAID				6427	6437	6447	6457											
43	PERSONNEL SUMMARY		ADMIN	FRAN N&U	F&I	REN/LSE	FRAN PARTS	FRAN SERV	BODY	*MEMO: UTILITY EXPENSES								Month	YTD							
44	DEALERS		6504	#N/A														6485								
45	MANAGEMENT		6505	6525	6565	6585	6605	6645	6685									6487								
46	SLSPRNS/SERV ADVSRS		6526	6566	6586	6606	6646	6686	6489																	
47	TECHNICIANS	REPAIR							6647									6687	6491							
48		INTERNAL	6528															6648	6688	6493						
49	CLERICAL		6509	6529	6569	6589	6609	6649	6689									6495								
50	OTHER		6510	6530	6570	6590	6610	6650	6690																	
51	TOTAL	6501	6511	6531	6571	6591	6611	6651	6691																	
52	SALESPERSON TENURE (IN MONTHS)	< 12 MOS	6532		SERVICE ADVISOR TENURE (IN MONTHS)	< 12 MOS	6612																			
53		12 -36 MOS	6533			12 - 36 MOS	6613																			
54		37 - 60 MOS	6534			37 - 60 MOS	6614																			
55		61+ MOS	6535			61+ MOS	6615																			
56	SALESPERSON TURNOVER	HIRED-YTD	6536		SERVICE ADVISOR TURNOVER	HIRED-YTD	6616																			
57		TERM-YTD	6537			TERM-YTD	6617																			
58	SPLT SLS FRC	NEW	USED	COMB	TOTAL		STALL COUNT																			
59	MANAGERS	6709	6719	6729	6739	REPAIR	INTERNAL	BODY																		
60	SALESPERSONS	6710	6720	6730	6740	6750	6760	6770																		

DEALER				P & A CODE				SALES CODE				Month				PG 7							
MTH		YTD		MTH		YTD		MTH		YTD		MTH		YTD									
MEMO: QUICK LANE (US & CANADA)																RO ANALYSIS		TRAFFIC		SALES PER RO			
																RETAIL SHOP SALES		RO COUNT		PARTS		LABOR	
																		ESP/ESC/					
QFC SALES																							
INTERNAL																							
SALES																							
OTHER																							
MERCH.																							
WARRANTY																							
SALES																							
PARTS DEPARTMENT																							
7096		GRS%SLS		5402		PARTS WHOLESALE		S															
7097								G															
7072				5422		PARTS COUNTER RETAIL		S															
7073								G		SERVICE DEPARTMENT													
7076				5435		RETAIL SHOP SALES		5705		S		7376		GRS%SLS									
7077								G				7377											
7078				5436		TIRE SALES		5706		S		7378											
7079								G				7379											
7080				5445		ESP / ESC / QFC SALES		5715		S		7380											
7081								G				7381											
7074				5462		WARRANTY SALES		5722		S		7374											
7075								G				7375											
7082				5475		INTERNAL SALES		5735		S		7382											
7083								G				7383											
7084				5476		INTERNAL TIRE SALES		5734		S		7384											
7085								G				7385											
						UNAPPLIED TIME		6741		G		7373											
7086				5485		SUBLET SALES		5755		S		7386											
7087								G				7387											
7088				5492		OTHER MERCHANDISE		5761		S		7388											
7089								G				7389											
7090				5545		MATERIALS		5781		S		7390											
7091								G				7391											
7092						6565		DISC EARNED		G													
7093						6561		INVENT ADJ		G													
7094						6565																	
7095						6571																	
						TOTAL DEPARTMENTS				S		7394											
										G		7395											
PARTS DEPARTMENT		%PARTS GRS						SERV SALES EXPENSE		%SERV GRS		BAD DEBT		8725									
7098						7615		SALARIES-MGRS		7900		7397											
7099						7602		SALARIES-TECH		7902		7398											
7100						7603				7910		7399											
7101						7604		COMM&INC-MGRS		7905		7400											
7102						7608		COMM&INC-TECH		7907		7401											
7103						7625				7920		7402											
7104						7635		ADVERT/PROMO		7930		7403											
7105						7632				7931		7404											
7106						7645		TRAINING		7940		7405											
7107						7655		POLICY ADJ		7950		7406											
7108						7665		TOOLS & SUPP		7970		7407											
7109						7675		FREIGHT/HANDLING		7971		7408											
7110						7681		EQ. & VEH MAINT		7980		7409											
7111						7685		INV CNTRL & DP		7985		7410											
						7696		VAC/TO PAY-TECH		7990													
						TOTAL SALES EXP																	
						SELLING GROSS																	
QUICK LANE MEMO PROFIT								PERSONNEL								INS BLDGS		8385					
																TAXES REAL ESTATE		8405		7868			
																MAIN BLDGS		8425		7870			
																UTILITIES		8505		7871			
																TELEPHONE		8525		7872			
QL Parts & Serv Gross		MTH		YTD		7606						TXS EX. INC/REAL EST		8445									
QL Parts & Serv Sales Exp				7607								OFFICE SUPPLIES		8645									
QL P&S Selling Gross				7608								PROF & SERV FEES		8665									
QL Parts & Serv Fixed Exp				7609								BAD DEBT		8705									
QL "Memo" Profit				7610								CONTRIBUTIONS		8725									
Sales Per Stall				7611								DEPREC EQUIP		8765									
												TRAVEL & ENTERT		8805									
												MISC EXPENSE		8825									
												TOTAL FIXED EXP											
														7881									

DEALER				P & A CODE				SALES CODE				Month				PG 8																																							
Month								MEMO: NEW COMMERCIAL/FLEET VEHICLES								YEAR TO DATE																																							
SALES				GROSS				UNITS				GR PVS				UNITS				GR PVS				SALES				GROSS																											
								NEW COMMERCIAL/FLEET COMBINED																																															
								MUSTANG								3362								2144								2146								2147															
								TOTAL COMMERCIAL/FLEET CARS																2164								2166								2167															
								EDGE								3266								2214								2216								2217															
								ESCAPE								3267								2354								2356								2357															
								EXPLORER								3268								2414								2416								2417															
								EXPEDITION								3269								2424								2426								2427															
								BRONCO SPORT								3270								2534								2536								2537															
								BRONCO								3271								2604								2606								2607															
								MUSTANG MACH-E								3272								2694								2696								2697															
								TOTAL COMMERCIAL/FLEET SUV																2704								2706								2707															
								E- SERIES								3524								2724								2726								2727															
								RANGER								3525								2734								2736								2737															
								F150 (ICE)								3526								2764								2766								2767															
								F150 LIGHTNING (BEV)								3527								2774								2776								2777															
								TRANSIT CONNECT								3528								2784								2786								2787															
								TRANSIT VAN (ICE)								3529								2794								2796								2797															
								E-TRANSIT (BEV)								3530								2804								2806								2807															
								MAVERICK								3531								2684								2686								2687															
								SUPER DUTY F250-350								3532								3224								3226								3227															
								SUPER DUTY F450-750								3533								3244								3246								3247															
								TOTAL COMMERCIAL/FLEET TRUCKS																3284								3286								3287															
								COMMERCIAL/FLEET INCENTIVES								4265 4187 4621 4010 4381 4011																								3367															
								COMMERCIAL/FLEET SUBSCRIPTION SERVICE								4292 4294 4296																								3797															
								TOTAL COMMERCIAL/FLEET VEHICLES																3984																3986								3987							
NEW & USED COMMERCIAL FLEET VEHICLE		INCOME				UNITS				%PEN	PCFV				F&I DEPARTMENT COMMERCIAL VEHICLES																																								
		MONTH		YTD		MONTH		YTD		YTD	MONTH		YTD																																										
				4809				4822						5001				FINANCE CONTRACTS				5101																																	
				4810										5011				FINANCE INCOME ADJ				5112																																	
				4811				4823						5021				INSURANCE CONTRACTS				5121																																	
				4812				4824						5091				GAP INSURANCE				5191																																	
				4813										5031				INSURANCE ADJ				5131																																	
				4814				4825						5041				EXT SERVICE CONTRACTS				5141																																	
NEW & USED COMMERCIAL FLEET VEHICLE				4815										5051				EXT SERVICE CONTRAT REFUND				5151																																	
				4816										5061				OTHER				5161																																	
				4817										6061				MERCHANDISE				6161																																	
														F&I NET INCOME																																									
		MONTH		YTD				PCFV		COMMERCIAL/FLEET SEMI FIXED EXPENSES				TAXES REAL ESTATE																																									
								MONTH		YTD						MAIN BLDGS																																							
				4872								TOTAL COMMERCIAL/FLEET VEHICLE GROSS				UTILITIES																																							
				4873								F&I NET INCOME COMMERCIAL/FLEET (LINE 35)				TELEPHONE																																							
		4874						GROSS % SALES		S	TOTAL COMMERCIAL/FLEET VEHICLE				S	TAXES EXCL INCOME/REAL ESTATE																																							
		4875								G					G	OFFICE SUPPLIES																																							
		NEW & USED COMMERCIAL/FLEET VEHICLE SALES EXPENSE		% TOTAL GROSS										PROF & SERV FEES																																									
		4876												BAD DEBT																																									
		4877								COMMISSION & INCENTIVES				SALESPERSON																																									
		4878												SALES MANAGERS																																									
		4879												F&I																																									
		4880		()										PRE-DELIVERY																																									
		4881		()										PRE-DELIVERY ALLOWANCES																																									
		4882												FREE SERVICE/MAINT & POLICY																																									
		4883												TOTAL VARIABLE EXPENSE																																									
		4884												VARIABLE GROSS																																									
		4885								SALARIES				SALESPERSONS																																									
		4886												SALES MANAGERS																																									
		4887												F&I																																									
		4888		()										TOTAL ADVERTISING (PG 3CAR, LINE 62)																																									
		4889												ADVERTISING REBATES																																									
		4890												PROMOTION																																									
		4891												SERVICE LOANERS																																									
		4892												F&I OTHER																																									
		4893		()										INTEREST-FLOOR PLAN																																									
		4894												FLOOR PLAN ASSISTANCE																																									
		4895												TOTAL SEMI-FIXED EXPENSES																																									
														NEW & USED COMMERCIAL/FLEET SELLING GROSS																																									

COMMERCIAL/FLEET FIXED EXPENSES				COMMERCIAL/FLEET OPERATING SUMMARY	
	MTD	YTD			
SALARIES		6660	TOTAL SALES - MTD		
BENEFITS		6661	TOTAL SALES - YTD		
PAYROLL TAXES		6662	TOTAL GROSS - MTD		
PENSIONS		6663	TOTAL GROSS - YTD		
RENT & LEASE		6664	TOTAL SELLING EXPENSE-MTD		
DEP BLDG & IMP		6665	TOTAL SELLING EXPENSE-YTD		
AMORT OF IMPR		6666	SELLING GROSS - MTD		
INSURANCE BLDGS		6667	SELLING GROSS - YTD		
TAXES REAL ESTATE		6668	TOTAL FIXED EXPENSE-MTD		
MAIN BLDGS		6669	TOTAL FIXED EXPENSE-YTD		
UTILITIES		6670	DEALER SALARY - MTD		
TELEPHONE		6671	DEALER SALARY - YTD		
TAXES EXCL INCOME/REAL ESTATE		6672	OPERATING PROFIT- MTD		
OFFICE SUPPLIES		6673	OPERATING PROFIT - YTD		
PROF & SERV FEES		6674			
BAD DEBT		6675			
CONTRIBUTIONS		6676			
DEPREC EQUIP		6677			
TRAVEL & ENTERT		6678			
MISC EXPENSE		6679			
TOTAL FIXED EXPENSE		6680			
DEALER SALARY		6681			
OPERATING PROFIT		6682			

COMMERCIAL/FLEET PERSONNEL	
CVC ADMIN	6793
CVC MANAGER	6794
CVC SALES CONSULTANT	6795
CVC F&I	6796
CVC CLERICAL	6797
CVC OTHER	6798
TOTAL	6799

DEALER				P & A CODE				SALES CODE				Month				PG 9			
PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT											
Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD				
MEMO: FORD COMMERCIAL PSB				LABOR RATES															
				REPAIR		BODY		W&P		INTERNAL									
								FRANCHISE		TRAFFIC		SALES PER RO							
				RO ANALYSIS		RO COUNT		PARTS		LABOR									
				REPAIR SHOP		M													
						Y													
				BODY SHOP		M													
						Y													
				W&P CLAIMS SERVICE		M													
						Y													
				W&P CLAIMS BODY		M													
						Y													
				ESP REPAIR		M													
						Y													
				INTERNAL		M													
						Y													
				BODY SHOP DEPARTMENT															
								9287											
								9288				GRS%SLS							
								9289											

