

**AUDIT RULES  
ERROR & WARNING CODES**

**TAB G**

DEALERSHIP FINANCIAL STATEMENT

**AUDIT RULES  
ERROR & WARNING CODES**

FOR

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

**PRCCA**

**2025**

**EDITION**

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

**(EFFECTIVE WITH JANUARY, 2025 DATA)**

**BUSINESS MANAGEMENT DEPARTMENT**

## Changes Page 1

### New:

*\*These Audit Rules are for Ford of Canada dealerships only. Ford of Canada would like these to be warnings and not statement stoppers*

**B56 W 1 Used Car FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only) Buckets 110 & 301 has an invalid value.  
Buckets 110 & 301 not equal to Zero. FORD OF CANADA DEALERS CANNOT USE**

**B57 W 1 Used SUV/TRUCK FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only) Buckets 111 & 302 has an invalid value.  
Buckets 110 & 302 not equal to Zero. FORD OF CANADA DEALERS CANNOT USE**

**B51 W 1 FBA GOLD/FBA EV/LINCOLN CPO VEHICLES (FRANCISE ONLY) NOTES PAYABLE BUCKET 401 HAS AN INVALID VALUE.  
BUCKET 401 IS NOT EQUAL TO ZERO. FORD OF CANADA DEALERS CANNOT USE**

2025		FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT										2025						
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				P A Y A B L E	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			B51 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				0205	J55		
7	Discounted Notes Receivable (NON US)					0051	G21	G20		0007	J07				0206	J56		
8	ACCOUNTS RECEIVABLE	VEHICLE				0052	B76	B02	X	0008	J08	OVERDRAFT/LINES OF CREDIT (LINE OF CREDIT LIMIT)			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		0011	J11	INCOME TAXES			0211	J61			
12	W&P CLAIMS					0012	J12		0012	J12	CUSTOMER			DEPOSITS	X	0212	J62	
13	VEHICLE HOLDBACK				X	0013	J13		0013	J13	ACCOMMODATIONS-SVC CONTRACTS/REP REFUND			X	0213	J63		
14	INCENTIVES					0014	J17		0014	J17	TAXES			0214	J64			
15	Lincoln Support 0063	B27	Ford Support 0064	B28	CSR (FoC) 0065	B29		0017	J19	ACCRUED			PAYROLL & BONUSES	0215	J65			
16	JOBBER INCENTIVES/ESP/FLOOR PLAN ASSISTANCE/OTHER					0019	J19		0017	J17	PROFIT SHARING (NON US)			0216	J66	G23		
17	FINANCE RECEIVABLE CURRENT					0020	J20		0019	J19	OTHER			0217	J67			
18	ALLOWANCE - DOUBTFUL RECEIVABLE					0021	J21	B20	0020	J20	DEFERRED INTEREST INCOME (CURR PORTION - NON US)			0218	J68	G24		
19	CARS	0080	FORD	0081	LINC	B05	0082	OTHER	X	0021	J21	TOTAL CURRENT LIABILITIES			0219	B35		
20	SUV	0310	FORD	0311	LINC	B90	0312	OTHER	X	0022	J22	NEW			0220			
21	TRUCKS	0083	FORD	0084	LINC	B06	0085	OTHER	X	0022	J22	VEHICLE EQUITY			0221			
22	DEMO	0086	FORD	0087	LINC	B07	0088	OTHER	X	0023	J23	USED			0221			
23	NON CERTIFIED	CARS	0089	B08	60 DAYS	0090	B09		0024	J24	NET CASH			X		NET CASH		
24	SUV/TRUCKS	0091	B10	0092	B11		0025	J25	B24	AVERAGE MONTH TOTAL EXPENSES								
25	FBA GOLD/FBA EV/LINCOLN CPO	CARS	0110	B16		B56	0301	J14	B58	NET CASH OVER (UNDER)								
26	SUV/TRUCKS	0111	B19		B57	0302	J15	B59	LONG TERM LIABILITIES			MORTGAGES PAYABLE	0225	J75				
27	FBA BLUE VEHICLES	CARS	0093	B12	60 DAYS	0095	B13		0026	J26	NOTES PAYABLE			OFFICERS & OWNERS	0226	J76		
28	SUV/TRUCKS	0094	B14	0096	B15		0027	J27	B26	FORD			0227	J77				
29	PARTS INV	0097	FOMOCO	0098	NON FOMOCO		0028	J28	B49	OTHER			0228	J78				
30	ALLOWANCE - PARTS INVENTORY ADJUSTMENT					0029	J29		0027	J27	LEASED VEHICLES			0229	J79			
31	OTHER INVENTORIES	MEMO: WORK IN PROCESS				0030	J30		0028	J28	RENTAL VEHICLES			0230	J80			
32	LIFO INVENTORY	NEW '0100 USED '0101				0031	J31		0029	J29	ESTIMATED LIABILITY-REPOSESSION PURCHASE LOSS			0231	J81			
33	RESERVE	PARTS				0032	J32		0030	J30	OTHER LIABILITIES			0232	J82			
34	PREPAID EXPENSES					0033	J33		0031	J31	TOTAL LIABILITIES			0233	B37			
35	TOTAL CURRENT ASSETS					0034	B31		0032	J32	NETWORTH							
36	LEASED VEHICLES NET	UNITS: CAR '0102 SUV/TRUCK '0103				0035	J35		0033	J33	CAPITAL STOCK			0234	J84			
37	RENTAL VEHICLES NET					0036	J36		0034	J34	CAPITAL IN EXCESS OF STOCK PAR VALUE			0236	J86			
38	LAND AND IMPROVEMENTS NET					0037	J37		0035	J35	RETAINED EARNINGS			0235				
39	BUILDINGS	COST				0038	J38		0036	J36	TREASURY STOCK			0237				
40		DEPRECIATION				0039	J39		0037	J37	FIXED ASSET REVALUATION (NON US)			0238	J88	G27		
41	EQUIPMENT	COST				0040	J40		0038	J38	SUB S			DIVIDENDS DECLARED	(	0239	J89	
42		DEPRECIATION				0041	J41		0039	J39	PARTNERS' OR			INVESTMENT		0240	J90	
43	LEASEHOLDS	COST				0042	J42		0040	J40	PROPRIETOR'S			DRAWING	(	0241	J91	
44		AMORTIZED				0043	J43		0041	J41	NET INVESTMENT				0242	B39		
45	FINANCE RECEIVABLES DEFERRED NET					0044	J44		0042	J42	NET PROFIT - AFTER INCOME TAX - YTD				0243			
46	RECEIVABLES - OFFICER & EMPLOYEES					0045	J45		0043	J43	NET WORTH				0244			
47	CASH VALUE - LIFE INSURANCE					0046	J46		0044	J44	TOTAL LIABILITIES & NET WORTH				0245	B40 B41		
48	OTHER ASSETS - NET					0047	J47		0045	J45	RETURN ON INVESTMENT - ROI							
49	TOTAL ASSETS					0048	B34 B41		0046	J46	WORKING CAPITAL							
50	FROZEN CAPITAL	USED VEHICLE INVENTORY							0047	J47	ACTUAL							
51	(negative amount = no frozen capital for dealership)	PARTS INVENTORY							0048	J48	RECOMMENDED MINIMUM OR GUIDE							
52		PSB RECEIVABLES							0049	J49	ACTUAL OVER(UNDER)							
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 RECV	0504	B73	0511	B73	0518	B73	0525	B73				
58	ADD/DED 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				

G02	W	1	DEALER IS REPORTING FOR THE FIRST TIME THIS YEAR VERIFY "PERIOD OF" (BUCKET 130) IS CORRECT AND SUBMIT AN OVERRIDE.
G03	W	1	PERIOD OF (BUCKET 130) CALCULATED FROM LAST REPORTED MONTH SHOULD BE XXX
G05	W	1	RECORD CODE UNACCEPTABLE BUCKET 132 FIRST FOUR POSITIONS OF RECORD INVALID
G06	W	1	MONTH CODE INVALID A - JANUARY B - FEBRUARY C - MARCH D - APRIL E - MAY F - JUNE G - JULY H - AUGUST J - SEPTEMBER K - OCTOBER L - NOVEMBER M - DECEMBER
G07	W	1	STATEMENT RECEIVED FOR INACTIVE CODE BUCKET 132 OR BUCKET 129 STATEMENT DROPPED
G10	W	1	INVALID "PERIOD OF"- BUCKET 130. Period of doesn't match month ended posted on statement
G14	W	1	P & A CODE (BUCKET 129) FOR THE DEALER IS DIFFERENT THAN THE P & A CODE ON THE FINANCIAL STATEMENT. CHECK DCS DOWNLOAD FILE TO VERIFY P & A CODE IS POSTED CORRECTLY (5 DIGIT NUMBER EXAMPLE 582=00582)
G20	SS	1	DISCOUNTED NOTES RECEIVABLE (NON US) BUCKET 0007 HAS AN INVALID VALUE. BUCKET 0007 NOT EQUAL 0 USA DEALERS CANNOT USE
G21	SS	1	DISCOUNT NOTES RECEIVABLE (NON US) PAST DUE BUCKET 0051 HAS AN INVALID VALUE. BUCKET 0051 NOT EQUAL 0 USA DEALERS CANNOT USE
G23	SS	1	PROFIT SHARING (NON US) BUCKET 0216 HAS INVALID VALUE. BUCKET 0216 NOT EQUAL 0 USA DEALERS CANNOT USE
G24	SS	1	DEFERRED INTEREST INCOME (NON US) BUCKET 0218 HAS INVALID VALUE. BUCKET 0218 NOT EQUAL 0 USA DEALERS CANNOT USE
G27	SS	1	FIXED ASSET REVALUATION (NON US) BUCKET 0238 HAS INVALID VALUE. BUCKET 0238 NOT EQUAL 0 USA DEALERS CANNOT USE
B-01	W	1	Past due Notes Receivable Bucket 50 exceeds total Bucket 6. Notes receivable totals need to be more than Past due amount. Check to see that Notes Receivable amount includes past due memo amount.
B-02	W	1	Past due Accounts Receivable Vehicle Bucket 52 exceeds total Bucket 8. Accounts receivable totals need to be more than past due amount. Check to see that Accounts Receivable amount includes past due memo amount
B-03	W	1	Past due Accounts Receivable P, S & B Bucket 53 exceeds total Bucket 9. Past due accounts receivable totals need to be more than past due amount. Check to see that Receivable amount includes past due memo amount.
B-04	W	1	Past due Accounts Receivable Other Bucket 54 exceeds total Bucket 10. Past due accounts receivable totals need to be more than past due amount. Check to see that Receivable amount includes past due memo amount.
B-05	SS	1	New car inventory dollars Bucket 21 and zero unit inventory Sum of Buckets 80, 81 and 82 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter New car unit count or dollars.
B-90	SS	1	New SUV inventory dollars Bucket 313 and zero unit inventory Sum of Buckets 310, 311 and 312 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter New SUV unit count or dollars.
B-06	SS	1	New truck inventory dollars Bucket 22 and zero unit inventory Sum of Buckets 83, 84 and 85 or Vice Versa. . Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter New truck unit counts. or dollars.
B-07	SS	1	Demo inventory dollars Bucket 23 and zero unit inventory Sum of Buckets 86, 87 and 88 or Vice Versa. Show unit count if dollar inventory amount shows or show dollar amount if units are shown. MUST Enter Demo unit count or dollars.
B-08	SS	1	Used car - Non certified inventory dollars Bucket 24 and zero unit inventory Bucket 89 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-09	SS	1	60 day used car unit inventory Bucket 90 exceeds total unit inventory Bucket 89. Used car unit total MUST be

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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. MUST 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.
B56	W	1	Used Car FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only) Buckets 110 & 301 has an invalid value. Buckets 110 & 301 not equal to Zero. FORD OF CANADA DEALERS CANNOT USE
B57	W	1	Used SUV/TRUCK FBA GOLD/FBA EV/LINCOLN CPO (Franchise Only) Buckets 111 & 302 has an invalid value. Buckets 110 & 302 not equal to Zero. FORD OF CANADA DEALERS CANNOT USE
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

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- 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.  
Dollars received Must be posted to Customer Service Recognition (FoC) account 9620.  
Cannot submit without corrections
- B-31** 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-34** 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-35** 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-37** SS 1 TOTAL LIABILITIES OUT OF BALANCE (WITHIN +/- \$10)
- |       |       |
|-------|-------|
| + 219 | + 229 |
| + 225 | + 230 |
| + 226 | + 231 |
| + 227 | + 232 |
| + 228 |       |
- COMPARED TO BUCKET 233
- B39** SS 1 NET INVESTMENT OUT OF BALANCE (WITHIN +/- \$10)
- |       |       |       |
|-------|-------|-------|
| + 234 | + 237 | + 240 |
| + 236 | + 238 | - 241 |
| + 235 | - 239 |       |
- COMPARED TO BUCKET 242
- B40** 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.

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# PAGE 1 AUDIT RULES

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.
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 RECEIVABLE 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 LESS THAN ZERO. MUST SHOW A DEBIT BALANCE.
J15	SS	1	CANNOT SEND A CREDIT BALANCE FOR INVENTORY - USED SUV/TRUCKS FBA GOLD/FBA EV/LINCOLN CPO SHOWING 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.

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

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



# PAGE 1 AUDIT RULES

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.
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 ZER 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.

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# PAGE 1 AUDIT RULES

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.
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

**B51 W 1 FBA GOLD/FBA EV/LINCOLN CPO VEHICLES (FRANCISE ONLY) NOTES PAYABLE BUCKET 401 HAS AN INVAILD VALUE.  
BUCKET 401 IS NOT EQUAL TO ZERO. FORD OF CANADA DEALERS CANNOT USE**

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**PAGE 1** AUDIT RULES

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  
COMPARSED TO BUCKET 6

B71 SS 1 Accounts Receivable Vehicle Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 500 + 514  
+ 507 + 521  
COMPARSED TO BUCKET 8

B72 SS 1 Accounts Receivable Parts, Service, & Body Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 501 + 522 + 516 + 510  
+ 508 + 502 + 523 + 517  
+ 515 + 509 + 503 + 524  
COMPARSED TO BUCKET 9

B73 SS 1 Ford Receivable W&P Claims Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 504 + 518  
+ 511 + 525  
COMPARSED TO BUCKET 11

B74 SS 1 Ford Incentives Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 505 + 519  
+ 512 + 526  
COMPARSED TO BUCKET 13

B75 SS 1 Notes Receivable Past Due Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 513 + 527  
+ 520  
COMPARSED TO BUCKET 50

B76 SS 1 Accounts Receivable Vehicle Past Due Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 507 + 521  
+ 514  
COMPARSED TO BUCKET 52

B77 SS 1 Accounts Receivable Parts, Service, & Body Past Due Out of Balance Compared to Accounts Receivable Aging (Within +/- \$10)  
+ 508 + 509 + 510  
+ 515 + 516 + 517  
+ 522 + 523 + 524  
COMPARSED TO BUCKET 53

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## **Page 2 Changes**

**NO CHANGES**

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	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			B45				Y									
15	LEASED VEHICLE		1047													
16	RENTAL VEHICLE		1048													
17	RECREATIONAL VEHICLE		1049													
18																
19	OTHER INVENTORY INCOME		1051													
20	ADJ. TO INCOME		1052	B17												
21	FORD MOTOR COMPANY PROGRAMS		1053	G81												
22	INDEMNITIES NON US	( )	1054	G28	( )											
23	BONUS DEALER		1055	B46												
24	EMPLOYEE		1056													
25	PROFIT BEFORE		1057	B47												
26	INCOME TAX			PNVS												
27	EST. INCOME TAX		1059		%TOTAL SALES											
28	PROFIT SHARING NON US		1060	G32												
29	COMBINED CAPITAL RESERVE		1061													
30	NET PROFIT AFTER TAX		1062													
31																
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 PN/UVR															
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 TO INCOME

ADDITIONS	MONTH	YTD
CASH DISC. EARNED		1309
INTEREST INCOME		1310
DIVIDEND INCOME		1311
SALES FIXED ASSETS		1312
OTHER		1313
DOCUMENTATION FEES		1314
PUBLIC CHARGING		1319
DEDUCTIONS		
CASH DISCOUNT		1315
OTHER		1316
TOTAL (Line 20)	B18	1317

FORD MOTOR COMPANY PROGRAMS

Lincoln Support	1414
Ford Support	1415
Ad Standards	1419
Customer Satisfaction Recognition (FoC)	1416
TOTAL (Line 21)	G81

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%)	%	%

NON-US DEALER ADJUSTMENTS (MEMO)

EXCHANGE RATE ADJUSTMENT	1443
MONETARY ADJUSTMENT	1444
TOTAL PAYROLL	

## Page 2 Audit Rules

G28	SS	2	INDEMNITIES (NON US) BUCKET 1054 HAS INVALID VALUE. BUCKET 1054 NOT EQUAL 0 USA DEALERS CANNOT U
G32	SS	2	PROFIT SHARING ( NON US) Bucket 1060 HAS INVALID VALUE BUCKET 1060 NOT EQUAL TO 0. USA DEALERS CANNOT USE
G81	SS	2	FORD MOTOR COMPANY SUPPORT SUM OF 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 0 USA DEALERS CANNOT USE
Z95	SS	2	MONETARY ADJUSTMENT (NON US) BUCKET 1444 HAS INVALID VALUE. BUCKET 1444 NOT EQUAL 0 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 <b>ZERO</b> . CAN'T POST DEDUCTIO 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) <div style="margin-left: 100px;"> + 1046      + 1051      - 1054  + 1047      + 1052      - 1055  + 1048      + 1053      - 1056  + 1049 </div> <div style="text-align: right; margin-right: 50px;">COMPARED TO BUCKET 1057</div>
B38	SS	2	CUSTOMER SERVICE RECOGNITION (FoC) BUCKET 1416 HAS INVALID VALUE. BUCKET 1416 NOT EQUAL 0 USA DEALERS CANNOT USE
B48	SS	2	TOTAL FORD MOTOR COMPANY SUPPORT OUT OF BALANCE <div style="margin-left: 100px;"> + 1414      + 1419  + 1415      + 1416 </div> <div style="text-align: right; margin-right: 50px;">COMPARED TO BUCKET 1423</div>

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
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## Changes Page 3SUV

### Deleted:

C69	W	F3SUV	Ecosport YTD units less than last month's YTD units. Verify unit counts Bucket 3104.
D60	W	F3SUV	Ecosport unit count questionable. Bucket 3104 has an unreasonable figure, units are greater than 3000 Verify unit count.
A81	W	F3SUV	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.
V82	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).

### New:

C11	W	F3SUV	Everest (PRCCA Only) YTD units less than last month's YTD units. Verify unit counts Bucket 13004.
D77	W	F3SUV	Everest (PRCCA Only) unit count questionable. Bucket 13004 has an unreasonable figure, units are greater than 3000 Verify unit count.
A33	W	F3SUV	Everest (PRCCA Only) gross questionable. Bucket 13007 divided by bucket 13004 per unit is less than (\$1500) or greater than \$15,000 Verify unit counts and gross dollars.
V23	SS	F3SUV	Everest (PRCCA Only) sales Bucket 13006 without units Bucket 13004 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).

### Revised:

E31	W	F3SUV	Lincoln Nautilus Hybrid units less than last month's YTD units. Verify unit counts Bucket 3464.
E56	W	F3SUV	Lincoln Nautilus Hybrid unit count questionable. Bucket 3464 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E77	W	F3SUV	Lincoln Nautilus Hybrid 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.
G09	SS	F3SUV	Lincoln Nautilus Hybrid 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. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
A57	SS	F3SUV	TOTAL FORD LIGHT RETAIL SUV UNITS OUT OF BALANCE
			+ 3044 + 3394 + 2184
Deleted:			+ 3004 + 3154 + 2194
+ 3104			+ 3014 + 2174
			+ 3024 + 13004
			COMPARED TO BUCKET 8004
A58	SS	F3SUV	TOTAL FORD RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)
			+3046 +3396 +2186
Deleted:			+3006 +3156 +2196
+3106			+3016 + 2176
			+3026 + 13006
			COMPARED TO BUCKET 8006
A59	SS	F3SUV	TOTAL FORD RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)
			+3047 + 3157
Deleted:			+3007 + 2177
+ 3107			+ 3017 + 13007
			+ 3027 + 2187
			+ 3397 + 2197
			COMPARED TO BUCKET 8007

	DEALER				P&A CODE		SALES CODE		MONTH	
	MONTH				NEW SUV					
	SALES	GROSS	UNITS	GR PVS	NEW GAS & DIESEL SUV		UNITS	GR PVS	SALES	GROSS
1			H17		EDGE	3044	E35	A11	3046	A38
2			C23		ESCAPE	3004	D50	N68	3006	V36
3			C36		EXPLORER	3014	D51	N74	3016	V47
4			C35		EXPEDITION	3024	D52	N73	3026	V46
5			C34		BRONCO SPORT	3394	D53	N65	3396	X52
6			C02		BRONCO	3154	D56	N66	3156	X58
7			C05		TBD FORD SUV #1	2174	D01	A08	2176	A62
8			C11		EVEREST (PRCCA ONLY)	13004	D77	A33	13006	V23
9			C07		TERRITORY (MEXICO ONLY)	2184	D02	A61	2186	V14
10			C26		FORD DISCONTINUED SUV	2194	D03	A84	2196	V17
11					TOTAL FORD RETAIL SUV	8004	A57		8006	A58
12			C61		LINCOLN NAVIGATOR	3234	D65	N95	3236	V67
13			H24		LINCOLN NAUTILUS	3444	E42	A18	3446	A02
14			C79		LINCOLN AVIATOR	3254	D97	N63	3256	V87
15			C85		LINCOLN CORSAIR	3304	D91	N49	3306	V90
16			C88		TBD LINCOLN SUV #1	3324	D92	N82	3326	V96
17			C73		LINCOLN DISCONTINUED SUV	3264	D68	A85	3266	V86
18					TOTAL LINCOLN RETAIL SUV	3274	V71		3276	N36
19			C41		NON FOMOCO SUV	2224	D05	A96	2226	V25
20					TOTAL RETAIL SUV	8484	A67		8486	A68
21			C46		FOMOCO COMMERCIAL/FLEET SUV	2314	D07	D19	2316	V27
22			C50		NON FOMOCO COMMERCIAL/FLEET SUV	2324	D09	D20	2326	V28
23					TOTAL COMMERCIAL/FLEET SUV	8664	A74		8666	A75
24					SUV INCENTIVES (GAS & DIESEL)					2337
25					TOTAL NEW SUV (GAS & DIESEL)	8114	A78		8116	A79
26					NEW ALTERNATIVE ENERGY SUV					
27			E17		ESCAPE (PHEV)	3484	E45	E67	3486	E91
28			E21		ESCAPE HYBRID	3314	E46	E68	3316	E92
29			E22		EXPLORER HYBRID	3434	E47	E69	3436	E93
30			E24		MUSTANG MACH-E	3194	E50	E71	3196	G25
31			C55		TBD FORD ALTERNATIVE ENERGY SUV #1	2374	D10	D21	2376	V30
32			C57		TBD FORD ALTERNATIVE ENERGY SUV #2	2384	D11	D25	2386	V35
33			C60		FORD DISCONTINUED ALTERNATIVE ENERGY SUV	2394	D12	D26	2396	V39
34					TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV	8034	A90		8036	A91
35			E28		LINCOLN CORSAIR (PHEV)	3964	E54	E75	3966	G37
36			E29		LINCOLN AVIATOR (PHEV)	3544	E55	E76	3546	G39
37			E31		LINCOLN NAUTILUS HYBRID	3464	E56	E77	3466	G09
38			E32		TBD LINCOLN ALTERNATIVE ENERGY SUV #2	3454	E57	E78	3456	G11
39			E33		LINCOLN DISCONTINUED ALTERNATIVE ENERGY SUV	3734	E58	E79	3736	G13
40					TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL SUV	3384	G63		3386	G64
41			C74		NON FOMOCO ALTERNATIVE ENERGY SUV	2444	D13	D27	2446	V66
42					TOTAL ALTERNATIVE ENERGY RETAIL SUV	8494	A93		8496	A94
43			C86		FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV	2454	D15	D29	2456	V74
44			C18		NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV	2464	D16	D30	2466	V75
45					TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET SUV	8674	G87		8676	G88
46					SUV INCENTIVES (ALTERNATIVE ENERGY)					2667
47					TOTAL NEW ALTERNATIVE ENERGY SUV	8964	G90		8966	G91
48					SUV SUBSCRIPTION SERVICE					2507
49			C13		TOTAL NEW SUV VEHICLES	8384	G93		8386	G94
50										
51										
52										
53										
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55										
56										
57										
58										
59										
60										
61										
62										



## 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.
C05	W	F3SUV	TBD Ford SUV #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2174.
C11	W	F3SUV	Everest (PRCCA Only) YTD units less than last month's YTD units. Verify unit counts Bucket 13004.
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 FoMoCo SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2224.
C46	W	F3SUV	FoMoCo Commercial/Fleet SUV YTD units less than last month's YTD units. Verify unit counts Bucket 2314.
C50	W	F3SUV	Non FoMoCo 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	Lincoln Nautilus Hybrid 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 FoMoCo 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 FoMoCo 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.

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

## Page 3SUV Audit Rules

E35	W	F3SUV	Edge units count questionable. Bucket 3044 has an unreasonable figure, units are greater than 3000 Verify unit count.
D50	W	F3SUV	ESCAPE unit count questionable. Bucket 3004 has an unreasonable figure, units are greater than 3000 Verify unit count.
D51	W	F3SUV	Explorer unit count questionable. Bucket 3014 has an unreasonable figure, units are greater than 3000 Verify unit count.
D52	W	F3SUV	Expedition unit count questionable. Bucket 3024 has an unreasonable figure, units are greater than 3000 Verify unit count.
D53	W	F3SUV	Bronco Sport unit count questionable. Bucket 3394 has an unreasonable figure, units are greater than 3000 Verify unit count.
D56	W	F3SUV	Bronco unit count questionable. Bucket 3154 has an unreasonable figure, units are greater than 3000 Verify unit count.
D01	W	F3SUV	TBD Ford SUV #1 unit count questionable. Bucket 2174 has an unreasonable figure, units are greater than 3000 Verify unit count.
<b>D77</b>	<b>W</b>	<b>F3SUV</b>	<b>Everest (PRCCA Only) unit count questionable. Bucket 13004 has an unreasonable figure, units are greater than 3000 Verify unit count.</b>
D02	W	F3SUV	Territory (Mexico Only) unit count questionable. Bucket 2184 has an unreasonable figure, units are greater than 3000 Verify unit count.
D03	W	F3SUV	Ford Discontinued SUV unit count questionable. Bucket 2194 has an unreasonable figure, units are greater than 3000 Verify unit count.
D65	W	F3SUV	Navigator unit count questionable. Bucket 3234 has an unreasonable figure, units are greater than 3000 Verify unit count.
E42	W	F3SUV	Lincoln Nautilus unit count questionable. Bucket 3444 has an unreasonable figure, units are greater than 3000 Verify unit count.
D97	W	F3SUV	Lincoln Aviator unit count questionable. Bucket 3254 has an unreasonable figure, units are greater than 3000 Verify unit count.
D91	W	F3SUV	Lincoln Corsair unit count questionable. Bucket 3304 has an unreasonable figure, units are greater than 3000 Verify unit count.
D92	W	F3SUV	TBD LINCOLN SUV #1 unit count questionable. Bucket 3324 has an unreasonable figure, units are greater than 3000 Verify unit count.
D68	W	F3SUV	LINCOLN DISCONTINUED SUV unit count questionable. Bucket 3264 has an unreasonable figure, units are greater than 3000 Verify unit count.
D05	W	F3SUV	Non FoMoCo SUV unit count questionable. Bucket 2224 has an unreasonable figure, units are greater than 3000 Verify unit count.
D07	W	F3SUV	FoMoCo Commercial/Fleet SUV units (Bucket 2314) Has unreasonable figure, units are greater than 3,000 Verify unit count.

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

## Page 3SUV Audit Rules

D09	W	F3SUV	Non FoMoCo Commercial/Fleet SUV units (Bucket 2324) Has unreasonable figure, units are greater than 3,000 Verify unit count.
E45	W	F3SUV	Escape (PHEV) unit count questionable. Bucket 3484 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E46	W	F3SUV	Escape Hybrid unit count questionable. Bucket 3314 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E47	W	F3SUV	Explorer Hybrid unit count questionable. Bucket 3434 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E50	W	F3SUV	Mustang Mach-E unit count questionable. Bucket 3194 has an unreasonable figure, units are greater than 3,000. Verify unit count.
D10	W	F3SUV	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	F3SUV	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	F3SUV	Ford Discontinued Alternative Energy SUV unit count questionable. Bucket 2394 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E54	W	F3SUV	Lincoln Corsair (PHEV) unit count questionable. Bucket 3964 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E55	W	F3SUV	Lincoln Aviator (PHEV) unit count questionable. Bucket 3544 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E56	W	F3SUV	<b>Lincoln Nautilus Hybrid</b> unit count questionable. Bucket 3464 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E57	W	F3SUV	TBD Lincoln Alternative Energy SUV #2 unit count questionable. Bucket 3454 has an unreasonable figure, units are greater than 3,000. Verify unit count.
E58	W	F3SUV	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	F3SUV	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	F3SUV	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	F3SUV	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	F3SUV	TOTAL FORD LIGHT RETAIL SUV UNITS OUT OF BALANCE
			+ 3044 + 3394 + 2184
Deleted:			+ 3004 + 3154 + 2194
+ 3104			+ 3014 + 2174
			+ 3024 <b>+ 13004</b>

COMPARED TO BUCKET 8004

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
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## 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      F3SUV    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.

A08      W      F3SUV    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.

**A33      W      F3SUV    Everest (PRCCA Only) gross questionable.  
Bucket 13007 divided by bucket 13004 per unit is less than (\$1500) or greater than \$15,000  
Verify unit counts and gross dollars.**

A61      W      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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      F3SUV    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.

E67      W      F3SUV    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.

E68      W      F3SUV    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.

E69      W      F3SUV    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

E71	W	F3SUV	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.
D21	W	F3SUV	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.
D25	W	F3SUV	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.
D26	W	F3SUV	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.
E75	W	F3SUV	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.
E76	W	F3SUV	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.
E77	W	F3SUV	<b>Lincoln Nautilus Hybrid</b> 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.
E78	W	F3SUV	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.
E79	W	F3SUV	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.
D27	W	F3SUV	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.
D29	W	F3SUV	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.
D30	W	F3SUV	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 F3SUV TOTAL FORD RETAIL SUV GROSS OUT OF BALANCE (WITHIN +/- \$10)

	+3047	+ 3157
Deleted:	+3007	+ 2177
+ 3107	+ 3017	<b>+ 13007</b>
	+ 3027	+ 2187
	+ 3397	+ 2197

COMPARED TO BUCKET 8007

**N33** SS F3SUV TOTAL LINCOLN RETAIL SUV GROSS OUT OF BALANCE (WITHIN+/- \$10)

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

COMPARED TO BUCKET 3277

**A69** SS F3SUV TOTAL RETAIL SUV GROSS OUT OF BALANCE GREATER THAN \$10

+ 8007	+ 3277	+ 2227
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COMPARED TO BUCKET 8487

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

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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>A62</b>	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).				

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## Page 3SUV Audit Rules

<b>V23</b>	<b>SS</b>	<b>F3SUV</b>	<b>Everest (PRCCA Only) sales Bucket 13006 without units Bucket 13004 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>
<b>V14</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V17</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V67</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>A02</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V87</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V90</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V96</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V86</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V25</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V27</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V28</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>E91</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>E92</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>E93</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>G25</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V30</b>	<b>SS</b>	<b>F3SUV</b>	<b>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).</b>
<b>V35</b>	<b>SS</b>	<b>F3SUV</b>	<b>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</b>

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## Page 3SUV Audit Rules

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

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. MUST ENTER 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. MUST ENTER 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. MUST ENTER unit counts and sales dollars (Dealer trades gross only - are reflected in account 4640).
G09	SS	F3SUV	<b>Lincoln Nautilus Hybrid</b> 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. MUST ENTER 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. MUST ENTER 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. MUST ENTER 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. MUST ENTER 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. MUST ENTER 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. MUST ENTER 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)
Deleted: +3106			+3046 +3396 +2186
			+3006 +3156 +2196
			+3016 + 2176
			+3026 <b>+ 13006</b>
			COMPARED TO BUCKET 8006
N36	SS	F3SUV	TOTAL LINCOLN RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)
			+3236 + 3256 + 3326
			+ 3446 + 3306 + 3266
			COMPARED TO BUCKET 3276
A68	SS	F3SUV	TOTAL RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)
			+ 8006 + 2226
			+ 3276
			COMPARED TO BUCKET 8486
A75	SS	F3SUV	TOTAL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)
			+ 2316
			+ 2326
			COMPARED TO BUCKET 8666
A79	SS	F3SUV	TOTAL NEW SUV (GAS & DIESEL) SALES OUT OF BALANCE (WITHIN +/- \$10)
			+ 8486 + 8666
			COMPARED TO BUCKET 8116
A91	SS	F3SUV	TOTAL FORD ALTERNATIVE ENERGY RETAIL SUV SALES OUT OF BALANCE (WITHIN +/- \$10)
			+3486 +3196 +2396
			+3316 +2376
			+3436 +2386
			COMPARED TO BUCKET 8036

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## 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

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## Changes Page 3TRK

### New:

**C14 W F3TRK TBD Ford Alternative Energy Truck #3 units less than last month's YTD units. Verify unit counts Bucket 2044.**

**D66 W F3TRK TBD Ford Alternative Energy Truck #3 unit count questionable.  
Bucket 2044 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.**

**N98 W F3TRK TBD Ford Alternative Energy Truck #3 gross questionable.  
Bucket 2047 divided by bucket 2044 per unit is less than (\$1500) or greater than \$15,000.  
Verify unit count and gross dollars.**

**V22 SS F3TRK TBD Ford Alternative Energy Truck #3 sales Bucket 2046 without units Bucket 2044 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).**

### Revised:

**G60 SS F3TRK TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK UNITS OUT OF BALANCE (WITHIN +/- \$10)**

+3514	+3534	+3894
+3034	+3654	
+3214	<b>+2044</b>	COMPARED TO BUCKET 8044

**G61 SS F3TRK TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)**

+3516	+3536	+3896
+3036	+3656	
+3216	<b>+2046</b>	COMPARED TO BUCKET 8046

**G62 SS F3TRK TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)**

+3517	+3537	+3897
+3037	+3657	
+3217	<b>+2047</b>	COMPARED TO BUCKET 8047

	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					TOTAL FORD LIGHT RETAIL TRUCKS		8014	V70		8016	N34	8017	N38	
12			C43		NON FOMOCO LIGHT TRUCK		3494	D80	N81	3496	V54	3497		
13					TOTAL LIGHT RETAIL TRUCKS		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		TOTAL FORD MEDIUM RETAIL TRUCKS		3584	V09		3586	N09	3587	N21	
17			C52		NON FOMOCO MEDIUM RETAIL TRUCK		3594	D84	N91	3596	V63	3597		
18			C65		TOTAL MEDIUM RETAIL TRUCKS		3604	V10		3606	N10	3607	N22	
19					TOTAL RETAIL TRUCKS		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					TOTAL COMMERCIAL/FLEET LIGHT TRUCKS		3674	A34		3676	A35	3677	A36	
23			C01		FOMOCO COMMERCIAL/FLEET MEDIUM TRUCK		3754	D31	A29	3756	V78	3757		
24			C93		NON FOMOCO COMMERCIAL/FLEET MEDIUM TRUCK		3764	E15	A24	3766	V95	3767		
25			C94		TOTAL COMMERCIAL/FLEET MEDIUM TRUCKS		3774	A46		3776	A47	3777	A48	
26					TOTAL COMMERCIAL/FLEET TRUCKS		3784	A49		3786	A50	3787	A51	
27					TRUCK INCENTIVES (GAS & DIESEL)							3617		
28					TOTAL NEW TRUCKS (GAS & DIESEL)		8914	V11		8916	N11	8917	N23	
29	NEW ALTERNATIVE ENERGY TRUCKS													
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			C14		TBD FORD ALTERNATIVE ENERGY TRUCK #3		2044	D66	N98	2046	V22	2047		
36			E27		FORD DISCONTINUED ALTERNATIVE ENERGY TRUCK		3894	E53	E74	3896	G29	3897		
37					TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCKS		8044	G60		8046	G61	8047	G62	
38			E34		NON FOMOCO ALTERNATIVE ENERGY TRUCK		3474	E59	E80	3476	G15	3477		
39					TOTAL ALTERNATIVE ENERGY RETAIL TRUCKS		8984	G66		8986	G67	8987	G68	
40			C66		FORD MOTOR CO. ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK		3134	D75	N76	3136	G79	3137		
41			C67		NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCK		3144	D76	N93	3146	G80	3147		
42					TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET TRUCKS		3184	G83		3186	G84	3187	G85	
43					TRUCK INCENTIVES (ALTERNATIVE ENERGY)							3647		
44					TOTAL NEW ALTERNATIVE ENERGY TRUCKS		8904	G69		8906	G70	8907	G71	
45					TRUCK SUBSCRIPTION SERVICE							2677		
46			C58		TOTAL NEW TRUCKS		8454	G46	Q14	8456	G47	8457	G48	
47	MONTH				MEMO: TOTAL MODEL E			YTD						
48	SALES	GROSS	UNITS	GR PVS				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					TOTAL MODEL E VEHICLES			2364		2366	2367			A06
55					TOTAL PUBLIC CHARGING						1333			
56					TOTAL MODEL E						2757			A07
57	MODEL E ASSETS	EQUIPMENT		COST	0113									
58				DEPRECIATION	( 0114 )									
59	MONTH				MEMO: USED EV CPO			YTD						
60	SALES	GROSS	UNITS	GR PVS				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 F250-350 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 FoMoCo Light Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3494.
C45	W	F3TRK	Super Duty F450-600 YTD units less than last month's YTD units. Verify unit counts Bucket 3564
C64	W	F3TRK	Super Duty F650-750 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 FoMoCo 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	FoMoCo Commercial/Fleet Light Trucks YTD units less than last month's YTD units. Verify unit counts Bucket 3524.
C82	W	F3TRK	Non FoMoCo Commercial/Fleet Light Trucks YTD units less than last month's YTD units. Verify unit counts Bucket 3414.
C01	W	F3TRK	FoMoCo Commercial/Fleet Medium Truck YTD units less than last month's YTD units. Verify unit counts Bucket 3754.
C93	W	F3TRK	Non FoMoCo 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.
C14	W	F3TRK	TBD Ford Alternative Energy Truck #3 units less than last month's YTD units. Verify unit counts Bucket 2044.
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 FoMoCo 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 FoMoCo 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.

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## Page 3TRK Audit Rules

D54	W	F3TRK	Ranger unit count questionable. Bucket 3354 has an unreasonable figure, units are greater than 3000 Verify unit count.
D57	W	F3TRK	F150 unit count questionable. Bucket 3074 has an unreasonable figure, units are greater than 3000 Verify unit count.
D58	W	F3TRK	Super Duty F250-350 unit count questionable. Bucket 3084 has an unreasonable figure, units are greater than 3000 Verify unit count.
D61	W	F3TRK	Transit Connect unit count questionable. Bucket 3114 has an unreasonable figure, units are greater than 3000 Verify unit count.
D37	W	F3TRK	Transit (Van) unit count questionable. Bucket 3164 has an unreasonable figure, units are greater than 3000 Verify unit count.
D45	W	F3TRK	Maverick unit count questionable. Bucket 3884 has an unreasonable figure, units are greater than 3000 Verify unit count.
D63	W	F3TRK	TBD Ford Truck #2 unit count questionable. Bucket 3914 has an unreasonable figure, units are greater than 3000 Verify unit count.
D64	W	F3TRK	Transit Courier (Mexico Only) unit count questionable. Bucket 2094 has an unreasonable figure, units are greater than 3000 Verify unit count.
D62	W	F3TRK	Ford Discontinued Truck unit count questionable. Bucket 3124 has an unreasonable figure, units are greater than 3000 Verify unit count.
D80	W	F3TRK	Non FoMoCo Light Truck unit count questionable. Bucket 3494 has an unreasonable figure, units are greater than 3000 Verify unit count.
D82	W	F3TRK	Super Duty F450-600 unit count questionable. Bucket 3564 has an unreasonable figure, units are greater than 3000 Verify unit count.
D83	W	F3TRK	Super Duty F650-750 unit count is questionable. Bucket 3574 has an unreasonable figure, units are greater than 3000 Verify unit count.
D84	W	F3TRK	Non FoMoCo Medium Retail Truck unit count is questionable. Bucket 3594 has an unreasonable figure, units are greater than 3000 Verify unit count.
D81	W	F3TRK	FoMoCo Commercial/Fleet Light Truck units (Bucket 3524) Has unreasonable figure, units are greater than 3,000 Verify unit count.
D85	W	F3TRK	Non FoMoCo Commercial/Fleet Light Truck units (Bucket 3414) Has unreasonable figure, units are greater than 3,000 Verify unit count.
D31	W	F3TRK	FoMoCo Commercial/Fleet Medium Truck unit count is questionable. Bucket 3754 has an unreasonable figure, units are greater than 3000 Verify unit count.
E15	W	F3TRK	Non FoMoCo Commercial/Fleet Medium Truck unit count is questionable. Bucket 3764 has an unreasonable figure, units are greater than 3000 Verify unit count.
E49	W	F3TRKA	F150 Hybrid unit count questionable. Bucket 3514 has an unreasonable figure, units are greater than 3,000. Verify unit count.
D17	W	F3TRK	F150 Lightning (BEV) unit count questionable. Bucket 3034 has an unreasonable figure, units are greater than 3,000. Verify unit count.

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## Page 3TRK Audit Rules

- D18 W F3TRK E-Transit unit count questionable.  
Bucket 3214 has an unreasonable figure, units are greater than 3,000.  
Verify unit count.
- 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.

**D66 W F3TRK TBD Ford Alternative Energy Truck #3 unit count questionable.  
Bucket 2044 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 MEDIUM TRUCK 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

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## Page 3TRK Audit Rules

N38	SS	F3TRK	TOTAL FORD LIGHT RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)
			+ 3057      + 3117      + 2097
			+ 3357      + 3167      + 3127
			+ 3077      +3887
			+ 3087      +3917
			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 MEDIUM TRUCK 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.

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## Page 3TRK Audit Rules

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. 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	F3TRK	Non FoMoCo 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	F3TRK	Super Duty F450-600 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	F3TRK	Super Duty F650-750 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	F3TRK	Non FoMoCo Medium 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	F3TRK	FoMoCo 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	F3TRK	Non FoMoCo 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	F3TRK	FoMoCo 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	F3TRK	Non FoMoCo 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.
E70	W	F3TRK	F150 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	F3TRK	F150 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	F3TRK	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.
E72	W	F3TRK	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.
E73	W	F3TRK	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.
N98	W	F3TRK	<b>TBD Ford Alternative Energy Truck #3 gross questionable. Bucket 2047 divided by bucket 2044 per unit is less than (\$1500) or greater than \$15,000. Verify unit count and gross dollars.</b>
E74	W	F3TRK	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.
E80	W	F3TRK	Non FoMoCo 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	F3TRK	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.

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## Page 3TRK Audit Rules

N93	W	F3TRK	Non FoMoCo 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	F3TRK	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).
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 FoMoCo 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 FoMoCo 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	FoMoCo 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 FoMoCo 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	FoMoCo 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 FoMoCo 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).

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## Page 3TRK Audit Rules

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 (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).

V22 SS F3TRK TBD Ford Alternative Energy Truck #3 sales Bucket 2046 without units Bucket 2044 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
				COMPARED TO BUCKET 8994

V09	SS	F3TRK	TOTAL FORD MEDIUM RETAIL TRUCK UNITS OUT OF BALANCE		
			+ 3564	+ 3574	
					COMPARED TO BUCKET 3584

V10	SS	F3TRK	TOTAL MEDIUM RETAIL 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 MEDIUM TRUCK UNITS OUT OF BALANCE	
			+ 3754	+ 3764
				COMPARED TO BUCKET 3774

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## Page 3TRK Audit Rules

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	+3894	
				+3034	+3654		
				+3214	+2044		COMPARED TO BUCKET 8044
G61	SS	F3TRK	TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK SALES OUT OF BALANCE (WITHIN +/- \$10)	+3516	+3536	+3896	
				+3036	+3656		
				+3216	+2046		COMPARED TO BUCKET 8046
G62	SS	F3TRK	TOTAL FORD ALTERNATIVE ENERGY RETAIL TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)	+3517	+3537	+3897	
				+3037	+3657		
				+3217	+2047		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

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### Page 3TRK Audit Rules

G48 SS F3TRK TOTAL NEW TRUCK VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+8917 +8907 +2677

COMPARED TO BUCKET 8457

A06 SS F3TRK TOTAL NEW MODEL E VEHICLES GROSS OUT OF BALANCE (WITHIN +/- \$10)  
+2247 +2277 +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

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## Changes Page 3CAR

### Deleted:

C97	W	F3CAR Figo (Mexico Only) YTD units less than last month's YTD units. Verify unit counts Bucket 2524.
D71	W	F3CAR Figo (Mexico Only) unit count questionable Bucket 2524 has an unreasonable figure, units are greater than 2,000. Verify unit count.
A98	W	F3CAR 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.
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).

### New:

C03	W	F3CAR Mustang GTD YTD units less than last month's YTD units. Verify unit counts Bucket 2484.
C04	W	F3CAR TBD Ford Car #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2344.
C10	W	F3CAR TBD Lincoln Car #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2474.
D33	W	F3CAR Mustang GTD unit count questionable Bucket 2484 has an unreasonable figure, units are greater than 2,000. Verify unit count.
D34	W	F3CAR TBD Ford Car #1 unit count questionable Bucket 2344 has an unreasonable figure, units are greater than 2,000. Verify unit count.
D35	W	F3CAR TBD Ford Car #1 unit count questionable Bucket 2474 has an unreasonable figure, units are greater than 2,000. Verify unit count.
N35	W	F3CAR Mustang GTD gross questionable. Bucket 2487 divided by bucket 2484 per unit is less than 0 or greater than \$200,000. Verify unit count and gross dollars.
N39	W	F3CAR TBD Ford Car #1 gross questionable. Bucket 2347 divided by bucket 2344 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
N59	W	F3CAR TBD Lincoln Car #1 gross questionable. Bucket 2477 divided by bucket 2474 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.
V08	SS	F3CAR Mustang GTD sales Bucket 2486 without units Bucket 2484 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).
V16	SS	F3CAR TBD Ford Car #1 sales Bucket 2346 without units Bucket 2344 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).
V19	SS	F3CAR TBD Lincoln Car #1 sales Bucket 2476 without units Bucket 2474 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).

### Revised:

V01	SS	F3CAR NEW FORD RETAIL CAR UNITS OUT OF BALANCE
Deleted:		+ 2034 + 2114 + 2124
+ 2524		+ 2484 + 2344
		COMPARED TO BUCKET 2204
N01	SS	F3CAR TOTAL NEW FORD CAR SALES RETAIL OUT OF BALANCE (WITHIN +/- \$10)
Deleted:		+ 2036 +2116 + 2126
+ 2526		+ 2486 +2346
		COMPARED TO BUCKET 2206
N13	SS	F3CAR TOTAL FORD NEW CAR GROSS DOLLARS OUT OF BALANCE (WITHIN +/- \$10)
Deleted:		+ 2037 + 2117 + 2127
+ 2527		+ 2487 + 2347
		COMPARED TO BUCKET 2207
V02	SS	F3CAR NEW LINCOLN RETAIL CAR UNITS OUT OF BALANCE
		+ 2474 + 2294
		COMPARED TO BUCKET 2304
N02	SS	F3CAR TOTAL NEW LINCOLN CAR SALES RETAIL OUT OF BALANCE (WITHIN +/- \$10)
		+ 2476 + 2296
		COMPARED TO BUCKET 2306
N14	SS	F3CAR TOTAL LINCOLN NEW CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)
		+ 2477 + 2297
		COMPARED TO BUCKET 2307

DEALER				P&A CODE		SALES CODE		MONTH					
MONTH				NEW CARS				YEAR TO DATE					
SALES		GROSS		UNITS		GR PVS		SALES		GROSS			
				NEW GAS & DIESEL CARS									
1			C06	MUSTANG				2034	D04	N40	2036 V18 2037		
2			C03	MUSTANG GTD				2484	D33	N35	2486 V08 2487		
3			C95	FORD GT				2114	D42	A05	2116 X21 2117		
4			C04	TBD FORD CAR #1				2344	D34	N39	2346 V16 2347		
5			C28	FORD DISCONTINUED CAR				2124	D14	N58	2126 V41 2127		
6				TOTAL FORD RETAIL CARS				2204	V01		2206 N01 2207 N13		
7			C10	TBD LINCOLN CAR #1				2474	D35	N59	2476 V19 2477		
8			C33	LINCOLN DISCONTINUED CAR				2294	D23	N61	2296 V44 2297		
9				TOTAL LINCOLN RETAIL CARS				2304	V02		2306 N02 2307 N14		
10			C20	NON FOMOCO RETAIL CAR				2894	D47	N54	2896 V32 2897		
11				TOTAL RETAIL CARS				2904	V04		2906 N04 2907 N16		
12			C21	FOMOCO COMMERCIAL/FLEET CAR				2914	D48	N55	2916 V33 2917		
13			C22	NON FOMOCO COMMERCIAL/FLEET CAR				2924	D49	N56	2926 V34 2927		
14				TOTAL COMMERCIAL/FLEET CARS				2934	V05		2936 N05 2937 N17		
15				CAR INCENTIVES (GAS & DIESEL)				2947					
16				TOTAL NEW CARS (GAS & DIESEL)				2954	V06	Q13	2956 N06 2957 N18		
17	NEW ALTERNATIVE ENERGY CARS												
18			E01	TBD FORD ALTERNATIVE ENERGY CAR #1				2544	E37	E60	2546 E81 2547		
19			E02	TBD FORD ALTERNATIVE ENERGY CAR #2				2554	E38	E61	2556 E82 2557		
20			E03	FORD DISCONTINUED ALTERNATIVE ENERGY CAR				2564	E39	E62	2566 E83 2567		
21				TOTAL FORD ALTERNATIVE ENERGY RETAIL CARS				2574	G33		2576 G34 2577 G35		
22			E10	TBD LINCOLN ALTERNATIVE ENERGY CAR #1				2584	E40	E63	2586 E84 2587		
23			E11	TBD LINCOLN ALTERNATIVE ENERGY CAR #2				2594	E41	E64	2596 E85 2597		
24			E12	LINCOLN DISCONTINUED ALTERNATIVE ENERGY CAR				2614	E43	E65	2616 E86 2617		
25				TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CARS				2624	G40		2626 G41 2627 G42		
26			E16	NON FOMOCO ALTERNATIVE ENERGY CARS				2634	E44	E66	2636 E87 2637		
27				TOTAL ALTERNATIVE ENERGY RETAIL CARS				2644	G49		2646 G50 2647 G51		
28			C76	FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR				2854	D69	N50	2856 G55 2857		
29			C77	NON FOMOCO ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR				2874	D70	N52	2876 G56 2877		
30				TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CARS				2884	G72		2886 G73 2887 G74		
31				CAR INCENTIVES (ALTERNATIVE ENERGY)				2657					
32				TOTAL NEW ALTERNATIVE ENERGY CARS				2714	G52		2716 G53 2717 G54		
33				CAR SUBSCRIPTION SERVICE				2867					
34			C54	TOTAL NEW CARS				8354	G96		8356 G97 8357 G98		
35				TOTAL NEW VEHICLES (GAS AND DIESEL)				3344	X55		3346 X56 3347 X57		
36				TOTAL NEW ALTERNATIVE ENERGY VEHICLES				3724	G76		3726 G77 3727 G78		
37				TOTAL SUBSCRIPTION SERVICE				8237					
38				DLR TRANS UNITS-YTD 3639 N15 A99				3637 A73 A72					
39				TOTAL NEW VEHICLES				3704	V12		3706 N12 3707 N24		
40													
41													
42													
43													
44													
45													
46	ADVERTISING												
47	NEW ADVERTISING	MTD		YTD		DIGITAL ADVERTISING			MTD		YTD		USED ADVERTISING
48				4214		SEARCH ENGINE MARKETING (SEM)					4284		
49				4215		DISPLAY ADS/RETARGETING INC. SOCIAL					4285		
50				4216		DIGITAL RETAILING					4286		
51				4217		ONLINE REPUTATION SERVICES					4287		
52				4218		3RD PARTY LEAD PROVIDERS					4288		
53				4219		DATABASE MARKETING					4289		
54				4220		OTHER					4290		
55				4221 D88		TOTAL DIGITAL ADVERTISING					4291 D94		
56		MTD		YTD		TRADITIONAL ADVERTISING			MTD		YTD		
57				4222		TV BROADCAST & CABLE					4292		
58				4223		RADIO					4293		
59				4224		DIRECT MAIL					4294		
60				4225		OTHER					4295		
61				4226 D89		TOTAL TRADITIONAL ADVERTISING					4296 D95		
62				4227 D90		TOTAL ADVERTISING (PG 4, LINE 52)					4297 D96		

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C06	W	F3CAR Mustang YTD units less than last month's YTD units. Verify unit counts Bucket 2034.
<b>C03</b>	<b>W</b>	<b>F3CAR Mustang GTD YTD units less than last month's YTD units. Verify unit counts Bucket 2484.</b>
C95	W	F3CAR Ford GT units less than last month's YTD units. Verify unit counts Bucket 2114.
<b>C04</b>	<b>W</b>	<b>F3CAR TBD Ford Car #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2344.</b>
C28	W	F3CAR Ford Discontinued Car YTD units less than last month's YTD units. Verify unit counts Bucket 2124.
<b>C10</b>	<b>W</b>	<b>F3CAR TBD Lincoln Car #1 YTD units less than last month's YTD units. Verify unit counts Bucket 2474.</b>
C33	W	F3CAR Lincoln Discontinued Car YTD units less than last month's YTD units. Verify unit counts Bucket 2294.
C20	W	F3CAR Non FoMoCo Retail Car YTD units less than last month's YTD units. Verify unit counts Bucket 2894.
C21	W	F3CAR FoMoCo Commercial/Fleet cars YTD units less than last month's YTD units. Verify unit counts Bucket 2914.
C22	W	F3CAR Non FoMoCo Commercial/Fleet cars YTD units less than last month's YTD units. Verify unit counts Bucket 2924.
E01	W	F3CAR TBD Ford Alternative Energy Car #1 units less than last month's YTD units. Verify unit counts Bucket 2544.
E02	W	F3CAR TBD Ford Alternative Energy Car #2 units less than last month's YTD units. Verify unit counts Bucket 2554.
E03	W	F3CAR Ford Discontinued Alternative Energy Cars units less than last month's YTD units. Verify unit counts Bucket 2564.
E10	W	F3CAR TBD Lincoln Alternative Energy Car #1 units less than last month's YTD units. Verify unit counts Bucket 2584.
E11	W	F3CAR TBD Lincoln Alternative Energy Car #2 units less than last month's YTD units. Verify unit counts Bucket 2594.
E12	W	F3CAR Lincoln Discontinued Alternative Energy Cars units less than last month's YTD units. Verify unit counts Bucket 2614.
E16	W	F3CAR Non FoMoCo Alternative Energy Cars units less than last month's YTD units. Verify unit counts Bucket 2634.
C76	W	F3CAR FoMoCo Alternative Energy Commercial/Fleet Car units less than last month's YTD units. Verify unit counts Bucket 2854.
C77	W	F3CAR Non FoMoCo Alternative Energy Commercial/Fleet Car units less than last month's YTD units. Verify unit counts Bucket 2874.
C54	W	F3CAR TOTAL NEW CAR UNITS (BUCKET 8352) FOR THE MONTH LESS THAN (50) OR GREATER THAN 900.
D04	W	F3CAR Mustang unit count questionable. Bucket 2034 has an unreasonable figure, units are greater than 2,000. Verify unit count.
<b>D33</b>	<b>W</b>	<b>F3CAR Mustang GTD unit count questionable Bucket 2484 has an unreasonable figure, units are greater than 2,000. Verify unit count.</b>
D42	W	F3CAR Ford GT unit count questionable Bucket 2114 has an unreasonable figure, units are greater than 2,000. Verify unit count.
<b>D34</b>	<b>W</b>	<b>F3CAR TBD Ford Car #1 unit count questionable Bucket 2344 has an unreasonable figure, units are greater than 2,000. Verify unit count.</b>
D14	W	F3CAR Ford Discontinued Car unit count questionable. Bucket 2124 has an unreasonable figure, units are greater than 2,000. Verify unit count.
<b>D35</b>	<b>W</b>	<b>F3CAR TBD Ford Car #1 unit count questionable Bucket 2474 has an unreasonable figure, units are greater than 2,000. Verify unit count.</b>

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## Page 3CAR Audit Rules

D23	W	F3CAR	Lincoln Discontinued Car unit count questionable. Bucket 2294 has an unreasonable figure, units are greater than 2,000. Verify unit count.
D47	W	F3CAR	Non FoMoCo Retail Car unit count questionable. Bucket 2894 has an unreasonable figure, units are greater than 2,000. Verify unit count.
D48	W	F3CAR	FoMoCo Commercial/Fleet unit count questionable. Bucket 2914 has an unreasonable figure, units are greater than 2,000. Verify unit count.
D49	W	F3CAR	Non FoMoCo Commercial/Fleet unit count questionable. Bucket 2924 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E37	W	F3CAR	TBD Ford Alternative Energy Car #1 unit count questionable. Bucket 2544 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E38	W	F3CAR	TBD Ford Alternative Energy Car #2 unit count questionable. Bucket 2554 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E39	W	F3CAR	Ford Discontinued Alternative Energy Car unit count questionable. Bucket 2564 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E40	W	F3CAR	TBD Lincoln Alternative Energy Car #1 unit count questionable. Bucket 2584 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E41	W	F3CAR	TBD Lincoln Alternative Energy Car #2 unit count questionable. Bucket 2594 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E43	W	F3CAR	Lincoln Discontinued Alternative Energy Car unit count questionable. Bucket 2614 has an unreasonable figure, units are greater than 2,000. Verify unit count.
E44	W	F3CAR	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	F3CAR	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	F3CAR	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	F3CAR	TOTAL NEW FORD CAR SALES RETAIL OUT OF BALANCE (WITHIN +/- \$10)				
<b>Deleted:</b>				+ 2036	+2116	+ 2126	
+ 2526				<b>+ 2486</b>	<b>+2346</b>		
							COMPARED TO BUCKET 2206
<b>N02</b>	SS	F3CAR	TOTAL NEW LINCOLN CAR SALES RETAIL OUT OF BALANCE (WITHIN +/- \$10)				
				<b>+ 2476</b>	+ 2296		
							COMPARED TO BUCKET 2306
<b>N04</b>	SS	F3CAR	TOTAL NEW CAR RETAIL SALES OUT OF BALANCE (WITHIN +/- \$10)				
				+ 2206	+ 2896		
				+ 2306			
							COMPARED TO BUCKET 2906

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## Page 3CAR Audit Rules

N05	SS	F3CAR TOTAL COMMERCIAL/FLEET CAR SALES OUT OF BALANCE (WITHIN +/- \$10)	+ 2916	+ 2926	COMPARED TO BUCKET 2936
N06	SS	F3CAR TOTAL NEW CAR SALES (INCLUDING COMMERCIAL/FLEET) OUT OF BALANCE (WITHIN +/- \$10)	+ 2906	+ 2936	COMPARED TO BUCKET 2956
N13 Deleted: + 2527	SS	F3CAR TOTAL FORD NEW CAR GROSS DOLLARS OUT OF BALANCE (WITHIN +/- \$10)	+ 2037	+ 2117	+ 2127
			+ 2487	+ 2347	COMPARED TO BUCKET 2207
N14	SS	F3CAR TOTAL LINCOLN NEW CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 2477	+ 2297	COMPARED TO BUCKET 2307
N16	SS	F3CAR TOTAL NEW CAR RETAIL GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 2207	+ 2897	+ 2307
					COMPARED TO BUCKET 2907
N17	SS	F3CAR TOTAL COMMERCIAL/FLEET CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 2917	+ 2927	COMPARED TO BUCKET 2937
N18	SS	F3CAR TOTAL NEW CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 2907	+ 2937	+ 2947
					COMPARED TO BUCKET 2957
N40	W	F3CAR 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.			
N35	W	F3CAR Mustang GTD gross questionable. Bucket 2487 divided by bucket 2484 per unit is less than 0 or greater than \$200,000. Verify unit count and gross dollars.			
A05	W	F3CAR 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.			
N39	W	F3CAR TBD Ford Car #1 gross questionable. Bucket 2347 divided by bucket 2344 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.			
N58	W	F3CAR 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.			
N59	W	F3CAR TBD Lincoln Car #1 gross questionable. Bucket 2477 divided by bucket 2474 per unit is less than (\$1500) or greater than \$10,000. Verify unit count and gross dollars.			
N61	W	F3CAR 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	F3CAR 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	F3CAR 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.			

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N56	W	F3CAR	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	F3CAR	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	F3CAR	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	F3CAR	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	F3CAR	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.
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).
V08	SS	F3CAR	Mustang GTD sales Bucket 2486 without units Bucket 2484 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).
V16	SS	F3CAR	TBD Ford Car #1 sales Bucket 2346 without units Bucket 2344 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).
V19	SS	F3CAR	TBD Lincoln Car #1 sales Bucket 2476 without units Bucket 2474 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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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).
E84	SS	F3CAR	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).
E85	SS	F3CAR	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).
E86	SS	F3CAR	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).
E87	SS	F3CAR	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).
G55	SS	F3CAR	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).
G56	SS	F3CAR	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 Deleted: + 2524	SS	F3CAR	NEW FORD RETAIL CAR UNITS OUT OF BALANCE <div style="display: flex; justify-content: space-around; align-items: center;"> <span>+ 2034</span> <span>+ 2114</span> <span>+ 2124</span> </div> <div style="display: flex; justify-content: space-around; align-items: center;"> <span style="background-color: yellow;">+ 2484</span> <span style="background-color: yellow;">+ 2344</span> </div>
			COMPARED TO BUCKET 2204
V02	SS	F3CAR	NEW LINCOLN RETAIL CAR UNITS OUT OF BALANCE <div style="display: flex; justify-content: space-around; align-items: center;"> <span style="background-color: yellow;">+ 2474</span> <span>+ 2294</span> </div>
			COMPARED TO BUCKET 2304

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## Page 3CAR Audit Rules

V04	SS	F3CAR TOTAL NEW CAR RETAIL UNITS OUT OF BALANCE	+ 2204	+ 2894	
			+ 2304		
					COMPARED TO BUCKET 2904
V05	SS	F3CAR TOTAL COMMERCIAL/FLEET CAR UNITS OUT OF BALANCE	+ 2914	+ 2924	
					COMPARED TO BUCKET 2934
V06	SS	F3CAR TOTAL NEW CAR UNITS OUT OF BALANCE	+ 2904	+ 2934	
					COMPARED TO BUCKET 2954
G33	SS	F3CAR TOTAL FORD ALTERNATIVE ENERGY RETAIL CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)	+2544	+2564	
			+2554		
					COMPARED TO BUCKET 2574
G34	SS	F3CAR TOTAL FORD ALTERNATIVE ENERGY RETAIL CAR SALES OUT OF BALANCE (WITHIN +/- \$10)	+2546	+2566	
			+2556		
					COMPARED TO BUCKET 2576
G35	SS	F3CAR TOTAL FORD ALTERNATIVE ENERGY RETAIL CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2547	+2567	
			+2557		
					COMPARED TO BUCKET 2577
G40	SS	F3CAR TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)	+2584	+2594	+2614
					COMPARED TO BUCKET 2624
G41	SS	F3CAR TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CAR SALES OUT OF BALANCE (WITHIN +/- \$10)	+2586	+2596	+2616
					COMPARED TO BUCKET 2626
G42	SS	F3CAR TOTAL LINCOLN ALTERNATIVE ENERGY RETAIL CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2587	+2597	+2617
					COMPARED TO BUCKET 2627
G49	SS	F3CAR TOTAL ALTERNATIVE ENERGY RETAIL CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)	+2574	+2624	+2634
					COMPARED TO BUCKET 2644
G50	SS	F3CAR TOTAL ALTERNATIVE ENERGY RETAIL CAR SALES OUT OF BALANCE (WITHIN +/- \$10)	+2576	+2626	+2636
					COMPARED TO BUCKET 2646
G51	SS	F3CAR TOTAL ALTERNATIVE ENERGY RETAIL CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2577	+2627	+2637
					COMPARED TO BUCKET 2647
G72	SS	F3CAR TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)	+2854	+2874	
					COMPARED TO BUCKET 2884

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## Page 3CAR Audit Rules

<b>G73</b>	SS	F3CAR TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR SALES OUT OF BALANCE (WITHIN +/- \$10)	+2856	+2876	
					COMPARED TO BUCKET 2886
<b>G74</b>	SS	F3CAR TOTAL ALTERNATIVE ENERGY COMMERCIAL/FLEET CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2857	+2877	
					COMPARED TO BUCKET 2887
<b>G52</b>	SS	F3CAR TOTAL NEW ALTERNATIVE ENERGY CAR UNITS OUT OF BALANCE (WITHIN +/- \$10)	+2644	+2884	
					COMPARED TO BUCKET 2714
<b>G53</b>	SS	F3CAR TOTAL NEW ALTERNATIVE ENERGY CAR SALES OUT OF BALANCE (WITHIN +/- \$10)	+2646	+2886	
					COMPARED TO BUCKET 2716
<b>G54</b>	SS	F3CAR TOTAL NEW ALTERNATIVE ENERGY CAR GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2647	+2887	+2657
					COMPARED TO BUCKET 2717
<b>G96</b>	SS	F3CAR TOTAL NEW CAR VEHICLE UNITS OUT OF BALANCE (WITHIN +/- \$10)	+2954	+2714	
					COMPARED TO BUCKET 8354
<b>G97</b>	SS	F3CAR TOTAL NEW CAR VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)	+2956	+2716	
					COMPARED TO BUCKET 8356
<b>G98</b>	SS	F3CAR TOTAL NEW CAR VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+2957	+2717	+2687
					COMPARED TO BUCKET 8357
<b>Q13</b>	W	F3CAR Total New Car units Bucket 8354 greater than 4,000. Verify units and correct if posted wrong.			
<b>X55</b>	SS	F3CAR TOTAL NEW RETAIL VEHICLES (GAS & DIESEL) UNITS OUT OF BALANCE	+ 8114	+ 8914	+ 2954
					COMPARED TO BUCKET 3344
<b>X56</b>	SS	F3CAR TOTAL NEW RETAIL VEHICLES (GAS & DIESEL) SALES OUT OF BALANCE	+ 8116	+ 8916	+ 2956
					COMPARED TO BUCKET 3346
<b>X57</b>	SS	F3CAR TOTAL NEW RETAIL VEHICLES (GAS & DIESEL) GROSS OUT OF BALANCE	+ 8117	+ 8917	+ 2957
					COMPARED TO BUCKET 3347
<b>G76</b>	SS	F3CAR TOTAL NEW ALTERNATIVE ENERGY VEHICLE UNITS OUT OF BALANCE (WITHIN +/- \$10)	+8964	+8904	+2714
					COMPARED TO BUCKET 3724
<b>G77</b>	SS	F3CAR TOTAL NEW ALTERNATIVE ENERGY VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)	+8966	+8906	+2716
					COMPARED TO BUCKET 3726

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## Page 3CAR Audit Rules

<b>G78</b>	SS	F3CAR	TOTAL NEW ALTERNATIVE ENERGY VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+8967	+8907	+2717	
							COMPARED TO BUCKET 3727
<b>A72</b>	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.				
<b>A73</b>	SS	F3CAR	Dealer Transfer gross Bucket 3637 without units Bucket 3639. Units are missing. Cannot show gross money without units. MUST ENTER unit counts.				
<b>A99</b>	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.				
<b>N15</b>	W	F3CAR	Total Dealer Transfer Units Bucket 3639 YTD has a unit count greater than 600. Verify Transfer units are correctly posted.				
<b>V12</b>	SS	F3CAR	TOTAL NEW VEHICLE UNITS OUT OF BALANCE	+ 3344	+ 3724		
							COMPARED TO BUCKET 3704
<b>N12</b>	SS	F3CAR	TOTAL NEW VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10)	+ 3346	+ 3726		
							COMPARED TO BUCKET 3706
<b>N24</b>	SS	F3CAR	TOTAL NEW VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10)	+ 3347	+ 3727	+ 8237	+ 3637
							COMPARED TO BUCKET 3707
<b>D88</b>	SS	F3CAR	TOTAL DIGITAL ADVERTISING - NEW OUT OF BALANCE (WITHIN +/- \$10)	+ 4214	+ 4216	+ 4218	+ 4220
				+ 4215	+ 4217	+ 4219	
							COMPARED TO BUCKET 4221
<b>D89</b>	SS	F3CAR	TOTAL TRADITIONAL ADVERTISING - NEW OUT OF BALANCE (WITHIN +/- \$10)	+ 4222	+ 4224		
				+ 4223	+ 4225		
							COMPARED TO BUCKET 4226
<b>D90</b>	SS	F3CAR	TOTAL ADVERTISING - NEW OUT OF BALANCE (WITHIN +/- \$10)	+ 4221	+ 4226		
							COMPARED TO BUCKET 4227
<b>D94</b>	SS	F3CAR	TOTAL DIGITAL ADVERTISING - USED OUT OF BALANCE (WITHIN +/- \$10)	+ 4284	+ 4286	+ 4288	+ 4290
				+ 4285	+ 4287	+ 4289	
							COMPARED TO BUCKET 4291
<b>D95</b>	SS	F3CAR	TOTAL TRADITIONAL ADVERTISING - USED OUT OF BALANCE (WITHIN +/- \$10)	+ 4292	+ 4294		
				+ 4293	+ 4295		
							COMPARED TO BUCKET 4296
<b>D96</b>	SS	F3CAR	TOTAL ADVERTISING - USED OUT OF BALANCE (WITHIN +/- \$10)	+ 4291	+ 4296		
							COMPARED TO BUCKET 4297

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## Changes Page 4

### New:

*\*These Audit Rules are for Ford of Canada dealerships only. Ford of Canada would like these to be warnings and not statement stoppers*

U78	W	4	FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) units has an invaild value. Bucket 4014 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.
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U79	W	4	FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) sales has an invaild value. Bucket 4016 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.
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U80	W	4	FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) gross has an invaild value. Bucket 4017 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.
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U93	W	4	FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only) units has an invaild value. Bucket 4044 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.
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U94	W	4	FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only) sales has an invaild value. Bucket 4046 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.
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U95	W	4	FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only)gross has an invaild value. Bucket 4047 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.
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DEALER				P & A CODE		SALES CODE		MONTH		PG 4								
SALES		GROSS		UNITS		GR PVS		USED VEHICLE DEPARTMENT		UNITS		GR PVS		SALES		GROSS		
1					U28	USED CAR RETAIL (NON CERTIFIED)				4004	U40	U15	4006		4007			
2					U29	FBA BLUE CAR RETAIL				4024	U41	U16	4026		4027			
3					U60	FBA GOLD/FBA EV/LINCOLN CPO CAR U78				4014	U62	U61	4016	U79	4017	U80		
4						TOTAL USED CARS RETAIL				4174	U87		4176	U88	4177	U89		
5					U30	USED SUV/LIGHT TRUCK RETAIL (NON CERTIFIED)				4034	U42	U17	4036		4037			
6					U31	USED COMMERCIAL/FLEET				4054	U43	U18	4056		4057			
7					U32	FBA BLUE SUV/TRUCK RETAIL				4064	U44	U19	4066		4067			
8					U84	FBA GOLD/FBA EV/LINCOLN CPO SUV/TRUCK U93				4044	U86	U85	4046	U94	4047	U95		
9						TOTAL USED SUV/TRUCKS RETAIL				4184	U90		4186	U91	4187	U92		
10						USED VEHICLE INCENTIVES									4077			
11			U26			TOTAL USED RETAIL				4084	U37	U49	4086	U01	4087	U04		
12					U33	USED CAR WHOLESALE				4094	U45	U20	4096		4097			
13					U34	CAR OFF LEASE				4234	U46	U21	4236		4237			
14					U35	USED SUV/TRUCK WHOLESALE				4114	U47	U22	4116		4117			
15					U36	SUV/TRUCK OFF LEASE				4244	U48	U23	4246		4247			
16						USED VEH INVENTORY ADJ									4137			
17			U27			TOTAL USED WHOLESALE				4144	U38	U82	4146	U02	4147	U05		
18						TOTAL USED VEHICLES				4154	U39		4156	U03	4157	U06		
19	UNITS		COST		COST PER UNIT		C A R		RECONDITIONING ANALYSIS		SUV / TRK		UNITS		COST		COST PER UNIT	
20	MONTH	YTD	MONTH	YTD	MONTH	YTD	M27				MONTH	YTD	MONTH	YTD	MONTH	YTD	M28	
		4251	M25		4253							4257	M26		4259			
21	INCOME		UNITS		%PEN	PVR		F&I		UNITS		%PEN	PVR		INCOME			
22	MONTH	YTD	MONTH	YTD	YTD	MONTH	YTD	DEPARTMENT		MONTH	YTD	YTD	MONTH	YTD	MONTH	YTD		
23	F01	4301	F36	F20	4303	F30		FINANCE CONTRACTS		F23	4401	F33			F09	4406	F39	
24		4311						FIN INC ADJ								4416		
25	F02	4321	F37	F21	4323	F31		INSUR CONTRACTS		F24	4421	F34			F10	4426	F40	
26	F05	4391	F42	F19	4393	F28		GAP INSURANCE		F18	4491	F29			F06	4496	F43	
27		4331						INSUR ADJ								4436		
28	F03	4341	F38	F22	4343	F32		EXT SERVICE CONTR		F25	4441	F35			F11	4446	F41	
29		4351						EXT SERV CONTR REF								4456		
30		4361						OTHER MERCHANDISE								4466		
31		4371						REPO LOSS NET								4476		
32		4381	F04					F&I NET INCOME							4486	F12		
33	MONTH		YTD		PNVS		PVS		MONTH		YTD		MONTH		YTD			
34			4501	N25			TOTAL VEHICLE GROSS								4507	U07		
35	( )	( )	4511				COST OF SALES ADJ: LIFO						( )	( )	4517			
36			4521	N31			F&I NET INCOME (LINE 32)								4527	U13		
37			4531	N32	NEW GROSS % SALES		S	TOTAL		S	USED GROSS % SALES				4537	U14		
38			4541	N26			G	VEHICLE		G					4547	U08		
39	NEW VEHICLE SALES EXPENSE		% TOTAL NEW GROSS		% TOTAL USED GROSS		USED VEHICLE SALES EXPENSE											
40			4551				COMM & INCENT	SALESPERSON							4557			
41			4561					SALES MANAGERS							4567			
42			4571					F&I							4577			
43			4581				PRE-DELIVERY											
44	( )	( )	4591				PRE-DELIVERY ALLOWANCES											
45			4601				FREE SERVICE/MAINT & POLICY								4607			
46			4611	N27			TOTAL VARIABLE EXPENSE								4617	U09		
47			4621	N28			VARIABLE GROSS								4627	U10		
48			4631				SALARIES	SALESPERSONS							4637			
49			4641					SALES MANAGERS							4647			
50			4651					OTHER							4657			
51			4661					F&I							4667			
52			4671	D93			TOTAL ADVERTISING (PG 3CAR, LINE 62)								4677	D98		
53	( )	( )	4691				ADVERTISING REBATES						( )	( )	4697			
54			4701				PROMOTION								4707			
55			4711				TRAINING								4717			
56			4721				DEMO EXPENSE								4727			
57			4731				SERVICE LOANERS								4737			
58			4741				F&I OTHER								4747			
59			4751				INTEREST-FLOOR PLAN								4757			
60	( )	( )	4761				FLOOR PLAN ASSISTANCE						( )	( )	4767			
61			4771	N29			TOTAL SEMI-FIXED EXPENSES								4777	U11		
62			4781	N30			SELLING GROSS								4787	U12		

# Page 4 Audit Rules

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) <div> <div>+ 4301</div> <div>+ 4391</div> <div>+ 4351</div> <div>+ 4311</div> <div>+ 4331</div> <div>+ 4361</div> <div>+ 4321</div> <div>+ 4341</div> <div>+ 4371</div> </div> <div>COMPARED TO BUCKET 4381</div>
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) <div> <div>+ 4406</div> <div>+ 4496</div> <div>+ 4456</div> <div>+ 4416</div> <div>+ 4436</div> <div>+ 4466</div> <div>+ 4426</div> <div>+ 4446</div> <div>+ 4476</div> </div> <div>COMPARED TO BUCKET 4486</div>
F20	W	4	NEW F&I UNITS FINANCE CONTRACTS FOR THE MONTH BUCKET 4302 LESS THAN 0 OR GREATER THAN 1200.
F21	W	4	NEW F&I UNITS INSURANCE CONTRACTS FOR THE MONTH BUCKET 4322 LESS THAN 0 OR GREATER THAN 1200.
F19	W	4	NEW F&I UNITS GAP INSURANCE CONTRACTS FOR THE MONTH BUCKET 4392 LESS THAN 0 OR GREATER THAN 1200.
F22	W	4	NEW F&I UNITS EXT. SERVICE CONTRACTS FOR THE MONTH BUCKET 4342 LESS THAN 0 OR GREATER THAN 1200.
F23	W	4	USED F&I UNITS FINANCE CONTRACTS FOR THE MONTH BUCKET 4400 LESS THAN 0 OR GREATER THAN 1200.
F24	W	4	USED F&I UNITS INSURANCE CONTRACTS FOR THE MONTH BUCKET 4420 LESS THAN 0 OR GREATER THAN 1200.
F18	W	4	USED F&I UNITS GAP INSURANCE CONTRACTS FOR THE MONTH BUCKET 4490 LESS THAN 0 OR GREATER THAN 1200.
F25	W	4	USED F&I UNITS EXT. SERVICE CONTRACTS FOR THE MONTH BUCKET 4440 LESS THAN 0 OR GREATER THAN 1200.

W= WARNING CHECK TO MAKE SURE CORRECT, WILL NOT KEEP DEALER FROM SUBMITTING  
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**Page 4** Audit Rules

F30	W	4	NEW F&I UNITS FINANCE CONTRACTS BUCKET 4303 YTD IS LESS THAN 0 OR GREATER THAN 5,000.
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

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N26	SS	4	TOTAL NEW VEHICLE GROSS OUT OF BALANCE (WITHIN +/- \$10) + 4501      - 4511      + 4521  COMPARED TO BUCKET 4541
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 SEMI-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 + 4236      + 4246  COMPARED TO BUCKET 4146
U03	SS	4	TOTAL USED VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10) + 4086      + 4146  COMPARED TO BUCKET 4156

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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	
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	

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**Page 4** Audit Rules

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 (\$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

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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
U35	W	4	USED SUV/TRUCK VEHICLE ACTIVITY TRUCK WHOLESALE UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4112 LESS THAN PRIOR MONTH BUCKET 4112
U36	W	4	SUV/TRUCK OFF LEASE VEHICLE ACTIVITY WHOLESALE UNITS LESS THAN LAST MONTHS YTD UNITS. CURRENT MONTH BUCKET 4242 LESS THAN PRIOR MONTH BUCKET 4242
U87	SS	4	TOTAL USED CARS RETAIL UNITS OUT OF BALANCE <div> <div>+ 4004</div> <div>+ 4024</div> <div>+ 4014</div> </div> <div>COMPARED TO BUCKET 4174</div>
U90	SS	4	TOTAL USED SUV/TRUCKS RETAIL UNITS OUT OF BALANCE <div> <div>+ 4034</div> <div>+ 4064</div> <div>+ 4054</div> <div>+ 4044</div> </div> <div>COMPARED TO BUCKET 4184</div>
U37	SS	4	TOTAL USED RETAIL UNITS OUT OF BALANCE <div> <div>+ 4174</div> <div>+ 4184</div> </div> <div>COMPARED TO BUCKET 4084</div>
U38	SS	4	TOTAL USED WHOLESALE UNITS OUT OF BALANCE <div> <div>+ 4094</div> <div>+ 4114</div> <div>+ 4234</div> <div>+ 4244</div> </div> <div>COMPARED TO BUCKET 4144</div>
U39	SS	4	TOTAL USED VEHICLE UNITS OUT OF BALANCE <div> <div>+ 4084</div> <div>+ 4144</div> </div> <div>COMPARED TO BUCKET 4154</div>
U40	SS	4	Used Car Retail (Non Certified) sales Bucket 4006 without units Bucket 4004 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.
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.
U41	SS	4	FBA BLUE CAR RETAIL sales Bucket 4026 without units Bucket 4024 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.

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U42	SS	4	Used SUV/Truck (Non Certified) retail sales Bucket 4036 without units Bucket 4034 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.
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.
U43	SS	4	Used Medium/Heavy truck retail sales Bucket 4056 without units Bucket 4054 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.
U44	SS	4	FBA BLUE SUV/TRUCK RETAIL sales Bucket 4066 without units Bucket 4064 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.
U45	SS	4	Used car wholesale sales Bucket 4096 without units Bucket 4094 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.
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.
U78	W	4	<b>FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) units has an invalid value. Bucket 4014 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.</b>
U79	W	4	<b>FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) sales has an invalid value. Bucket 4016 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.</b>
U80	W	4	<b>FBA GOLD/FBA EV/LINCOLN CPO Car retail (Franchise Only) gross has an invalid value. Bucket 4017 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.</b>
U93	W	4	<b>FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only) units has an invalid value. Bucket 4044 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.</b>
U94	W	4	<b>FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only) sales has an invalid value. Bucket 4046 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.</b>
U95	W	4	<b>FBA GOLD/FBA EV/LINCOLN CPO SUV/Truck retail (Franchise Only)gross has an invalid value. Bucket 4047 not equal to zero. FORD OF CANADA DEALERS CANNOT USE.</b>

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## **Changes Page 5**

**NO CHANGES**

DEALER				P&A CODE				SALES CODE				MONTH				PG 5		
PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT										
MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD	
1	5070	GRS%SLs		WHOLESALE*				GRS%SLs				GRS%SLs						
2	5071			WHLS JB INC				LABOR RATES				RO ANALYSIS				TRAFFIC		
3	5072							REPAIR				RO COUNT				SALES PER R O		
4	5073	P04		TOTAL WHSL				FORD				REPAIR				M09		
5	5074			COUNTER				LINCOLN				SHOP				M14		
6	5075			RETAIL*								BODY				M10		
7	5076	M14, M04	M09	REPAIR				5316				SHOP				M15		
8	5077			SHOP				5317				W&P CLM				M11		
9	5078	M17, M07	M12	ESP REPAIR				5318				SERV				M16		
10	5079			SHOP				5319				W&P CLM				M45		
11	5080			JOB INCENTIVE								B/S				M31		
12	5081	M16, M06	M11	WARRANTY				5321				ESP				M07		
13	5082			& POL CLM (SERV)				5322				REPAIR				M12		
14	5083	M18, M08	M13	INTERNAL				5323				INTERNAL				M13		
15	5084			(SERVICE)				5324				INTERNAL				M18		
16				UNAPPLIED TIME				5325				5555						
17	5086			SUBLET				5326				5556						
18	5087			REPAIRS				5327				5557						
19	5088			OTHER				5328										
20	5089			MERCHANDISE				5329										
21	5090	M46, M48		PARTS SALES				5330										
22	5091			SERV - OTH FRANCHISE				5331										
23	5092	P01		TOTAL PARTS														
24	5093	P05		SALES-SERV														
25	5094	M15, M05	M10	BODY SHOP														
26	5095			(METAL)														
27	5096	M15, M05	M10	BODY SHOP														
28	5097			(PAINT)														
29	5098	M31, M44	M45	WARRANTY &														
30	5099			POL CLMS (B/S)														
31	5100	M18, M08	M13	INTERNAL														
32	5101			(BODY SHOP)														
33	5102			MATERIALS														
34	5103																	
35	5104	M47, M49		PARTS SALES														
36	5105			BODY - OTH FRANCHISE														
37	5106	P02		TOTAL PARTS														
38	5107	P06		SALES- BODY														
39	5108			DISCOUNTS EARNED														
40	5109			INVENTORY ADJ														
41	5110	P03		TOTAL														
42	5111	P07		DEPARTMENTS														
43	5112			COS LIFO														
44	5113	P11		TOTAL														
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	5131			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	5129			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 0 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.

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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

<b>S01</b>	SS	5	TOTAL SERVICE SALES OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5316	+ 5321	+ 5326	+ 5330		
				+ 5318	+ 5323	+ 5328	+ 5284		
									COMPARED TO BUCKET 5340
<b>S02</b>	SS	5	TOTAL SERVICE GROSS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5317	+ 5324	+ 5327	+ 5331		
				+ 5319	+ 5325	+ 5329	+ 5285		
				+ 5322					
									COMPARED TO BUCKET 5341
<b>S03</b>	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
<b>S04</b>	SS	5	SERVICE SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5343	- 5357				
									COMPARED TO BUCKET 5358
<b>S05</b>	SS	5	SERVICE ADJUSTED SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5358	+ 5359				
									COMPARED TO BUCKET 5360
<b>S06</b>	SS	5	TOTAL SERVICE GROSS OUT OF BALANCE (WITHIN +/- \$10)						
									BUCKET 5341 NOT EQUAL TO BUCKET 5343
<b>T01</b>	SS	5	TOTAL BODY SHOP SALES OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5556	+ 5568	+ 5574			
				+ 5564	+ 5570				
				+ 5566	+ 5572				
									COMPARED TO BUCKET 5580
<b>T02</b>	SS	5	TOTAL BODY SHOP GROSS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5555	+ 5567	+ 5573			
				+ 5557	+ 5569	+ 5575			
				+ 5565	+ 5571				
									COMPARED TO BUCKET 5581
<b>T03</b>	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
<b>T04</b>	SS	5	BODY SHOP SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5583	- 5597				
									COMPARED TO BUCKET 5598
<b>T05</b>	SS	5	BODY SHOP ADJUSTED SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)						
				+ 5598	+ 5599				
									COMPARED TO BUCKET 5600
<b>T06</b>	SS	5	TOTAL BODY SHOP GROSS OUT OF BALANCE (WITHIN +/- \$10)						
									BUCKET 5581 NOT EQUAL TO BUCKET 5583

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

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

## **Page 6 Changes**

**NO CHANGES**



income	DEALER				P&A CODE				SALES CODE				MONTH				PG 6																	
	SELL/ADJ SELL GRS		MONTH		YTD		MON		YTD		NEW		USED		PARTS		SERVICE		BODY		UNAPPLIED													
	ALL DEPARTMENTS				6030 I01						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&PROMO				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	MISC. EXPENSE				6051						6141		6171		6201		6231		6261		6291													
22			ALLOCATION OF UNAPPLIED EXPENSE										6142		6172		6202		6232		6262		6292											
23	TOTAL FIXED				6053 I02						6143		6173		6203		6233		6263		TOT APPLIED													
24	DEALER SALARY				6054						6144		6174		6204		6234		6264															
25	OPERATING PROFIT				6055 I03						6145 I04		6175 I05		6205 I06		6235 I07		6265 I08															
26	NEW VEHICLE AND F & I SELLING GROSS ANALYSIS										USED										RENTAL DEPARTMENT										MONTH		YTD	
27	MONTH		YTD								MONTH		YTD														6410							
28																											6411							
29																											6412							
30																											6413							
31																											6414 R02							
32																											6415 R01							
33																																		
34																																		
35																																		
36	RENT & EQUIVAL				MONTH		YTD																											
NET RENT OR EQUIV.					6360																													
DEPREC & AMORT					6361																													
INSURANCE-BUILDING					6362																													
TAX-REAL ESTATE					6363																													
MAINT-BUILDING					6364																													
42			TOTAL				6365 M29																											
43	PERSONNEL SUMMARY		ADMIN		FRAN.N&U		F&I		REN/LS&E		FRAN.PARTS		FRAN.SERV		BODY		MEMO: UTILITY EXPENSES										MONTH		YTD					
44	DEALERS		6504														GAS												6485					
45	MANAGEMENT		6505		6525		6565		6585		6605		6645		6685		ELECTRIC												6487					
46	SLSPRNS/SRV ADVRS				6526 M42		6566		6586		6606		6646 M43		6686		WATER												6489					
47	TECH		REPAIR										6647		6687		SEWAGE												6491					
48	NICIANS		INTERNAL		6528								6648		6688		SOLAR												6493					
49	CLERICAL		6509		6529		6569		6589		6609		6649		6689		TOTAL												6495 M92					
50	OTHER		6510		6530		6570		6590		6610		6650		6690																			
51	TOTAL		M38& M39		M37		M30		M32		M33		M34		M35		M36																	
52			< 12 MOS		6532						< 12 MOS		6612																					
53	SLSPRN		12 -36 MOS		6533						12 - 36 MOS		6613																					
54	TENURE		37 - 60 MOS		6534 M42						37 - 60 MOS		6614 M43																					
55	IN MOS		61+ MOS		6535						61+ MOS		6615																					
56	SALESPERSON		HIRED-YTD		6536 M56						HIRED-YTD		6616 M58																					
57	TURNOVER		TERM-YTD		6537 M57						TRNOVR		6617 M59																					
58	SPLIT SLS FORCE		NEW		USED		COMB		TOTAL				STALL COUNT																					
59	MANAGERS		6709		6719		6729		6739 M96 M98		REPAIR		INTERNAL		BODY																			
60	SALESPERSONS		6710		6720		6730		6740 M97 M99		6750 M40 & M41				6770																			

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

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 UNITS UNREASONABLE BUCKET 6415 IS LESS THAN 0 OR 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 0 OR GREATER THAN 5,000.
R32	W	6	RENTAL INVENTORY ANALYSIS - CAR TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6421) LESS THAN 0 OR GREATER THAN 15,000.
R33	W	6	RENTAL INVENTORY ANALYSIS - CAR CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6422) LESS THAN 0 OR GREATER THAN 20,000.
R34	W	6	RENTAL INVENTORY ANALYSIS - CAR SERVICE LOANER-PAID DAYS/MO (BUCKET 6423) LESS THAN 0 OR GREATER THAN 20,000.
R35	W	6	RENTAL INVENTORY ANALYSIS - CAR DEALER-PAID DAYS/MO (BUCKET 6424) LESS THAN 0 OR GREATER THAN 20,000.
R36	W	6	RENTAL INVENTORY ANALYSIS - CAR NON-UTILIZED DAYS/MO (BUCKET 6425) LESS THAN 0 OR GREATER THAN 20,000.
R37	W	6	RENTAL INVENTORY ANALYSIS - TRUCK TOTAL UNITS @ EOM (BUCKET 6430) LESS THAN 0 OR GREATER THAN 5,000.
R38	W	6	RENTAL INVENTORY ANALYSIS - TRUCK TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6431) LESS THAN 0 OR GREATER THAN 15,000.
R39	W	6	RENTAL INVENTORY ANALYSIS - TRUCK CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6432) LESS THAN 0 OR GREATER THAN 20,000.
R40	W	6	RENTAL INVENTORY ANALYSIS - TRUCK SERVICE LOANER-PAID DAYS/MO (BUCKET 6433) LESS THAN 0 OR GREATER THAN 20,000.
R41	W	6	RENTAL INVENTORY ANALYSIS - TRUCK DEALER-PAID DAYS/MO (BUCKET 6434) LESS THAN 0 OR GREATER THAN 20,000.
R42	W	6	RENTAL INVENTORY ANALYSIS - TRUCK NON-UTILIZED DAYS/MO (BUCKET 6435) LESS THAN 0 OR GREATER THAN 20,000.
R43	W	6	RENTAL INVENTORY ANALYSIS - SUV- TOTAL UNITS @ EOM (BUCKET 6440) LESS THAN 0 OR GREATER THAN 5,000.
R44	W	6	RENTAL INVENTORY ANALYSIS - SUV- TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6441) LESS THAN 0 OR GREATER THAN 15,000.
R45	W	6	RENTAL INVENTORY ANALYSIS - SUV- CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6442) LESS THAN 0 OR GREATER THAN 20,000.
R46	W	6	RENTAL INVENTORY ANALYSIS - SUV- SERVICE LOANER-PAID DAYS/MO (BUCKET 6443) LESS THAN 0 OR GREATER THAN 20,000.

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R47	W	6	RENTAL INVENTORY ANALYSIS - SUV- DEALER-PAID DAYS/MO (BUCKET 6444) LESS THAN 0 OR GREATER THAN 20,000.
R48	W	6	RENTAL INVENTORY ANALYSIS - SUV- NON-UTILIZED DAYS/MO (BUCKET 6445) LESS THAN 0 OR GREATER THAN 20,000.
R49	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER TOTAL UNITS @ EOM (BUCKET 6450) LESS THAN 0 OR GREATER THAN 20,000.
R50	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER TOTAL UNITS-DAYS AVAIL/MO (BUCKET 6451) LESS THAN 0 OR GREATER THAN 1200 .
R51	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER CUSTOMER/ESP-PAID DAYS/MO (BUCKET 6452) LESS THAN 0 OR GREATER THAN 2,000.
R52	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER SERVICE LOANER-PAID DAYS/MO (BUCKET 6453) LESS THAN 0 OR GREATER THAN 2,000.
R53	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER DEALER-PAID DAYS/MO (BUCKET 6454) LESS THAN 0 OR GREATER THAN 2,000.
R54	W	6	RENTAL INVENTORY ANALYSIS - SERVICE LOANER NON-UTILIZED DAYS/MO (BUCKET 6455) LESS THAN 0 OR 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	<div> <div> <div>*Memo: Utility Expense Total Out of Balance</div> <div> <div>+ 6485      + 6491</div> <div>+ 6487      + 6493</div> <div>+ 6489</div> </div> <div>COMPARED TO BUCKET 6495</div> </div> </div>

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NO CHANGES

K-68



**Page 7** EDIT ERROR EXPLANATIONS 2011

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 LANESSELLING 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.

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**Page 7** EDIT ERROR EXPLANATIONS 2011

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.

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**\*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 Warrenty 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				PG8								
MONTH						MEMO: NEW COMMERCIAL/FLEET VEHICLES						YTD										
SALES		GROSS		UNITS		GR PVS		NEW COMMERCIAL/FLEET COMBINED						UNITS		GR PVS		SALES		GROSS		
1				CF01				MUSTANG						2144	CF02	CF04	2146	CF03	2147			
2								TOTAL COMMERCIAL/FLEET CARS						2164	CF05		2166	CF06	2167	CF07		
3				CF08				EDGE						2214	CF15	CF22	2216	CF29	2217			
4				CF09				ESCAPE						2354	CF16	CF23	2356	CF30	2357			
5				CF10				EXPLORER						2414	CF17	CF24	2416	CF31	2417			
6				CF11				EXPEDITION						2424	CF18	CF25	2426	CF32	2427			
7				CF12				BRONCO SPORT						2534	CF19	CF26	2536	CF33	2537			
8				CF13				BRONCO						2604	CF20	CF27	2606	CF34	2607			
9				CF14				MUSTANG MACH-E						2694	CF21	CF28	2696	CF35	2697			
10								TOTAL COMMERCIAL/FLEET SUV						2704	CF36		2706	CF37	2707	CF38		
11				CF39				E- SERIES						2724	CF49	CF59	2726	CF69	2727			
12				CF40				RANGER						2734	CF50	CF60	2736	CF70	2737			
13				CF41				F150 (ICE)						2764	CF51	CF61	2766	CF71	2767			
14				CF42				F150 LIGHTNING (BEV)						2774	CF52	CF62	2776	CF72	2777			
15				CF43				TRANSIT CONNECT						2784	CF53	CF63	2786	CF73	2787			
16				CF44				TRANSIT VAN (ICE)						2794	CF54	CF64	2796	CF74	2797			
17				CF45				E-TRANSIT (BEV)						2804	CF55	CF65	2806	CF75	2807			
18				CF46				MAVERICK						2684	CF56	CF66	2686	CF76	2687			
19				CF47				SUPER DUTY F250-350						3224	CF57	CF67	3226	CF77	3227			
20				CF48				SUPER DUTY F450-750						3244	CF58	CF68	3246	CF78	3247			
21								TOTAL COMMERCIAL/FLEET TRUCKS						3284	CF79		3286	CF80	3287	CF81		
22								COMMERCIAL/FLEET INCENTIVES												3367		
23								COMMERCIAL/FLEET SUBSCRIPTION SERVICE												3797		
24								TOTAL COMMERCIAL/FLEET VEHICLES						3984	CF82		3986	CF83	3987	CF84		
25	INCOME		UNITS				%PEN	PCFV		F&I DEPARTMENT		COMMERCIAL/FLEET FIXED EXPENSES								COMMERCIAL/FLEET OPERATING SUMMARY		
26	MONTH	YTD	MONTH	YTD	YTD	MONTH	YTD	COMMERCIAL VEHICLES														
27		4809	CE01	CE06	4822	CE10	CE14			FINANCE CONTRACTS												
28		4810								FINANCE INCOME ADJ												
29		4811	CE02	CE07	4823	CE11	CE15			INSURANCE CONTRACTS												
30		4812	CE03	CE08	4824	CE12	CE16			GAP INSURANCE												
31		4813								INSURANCE ADJ												
32		4814	CE04	CE09	4825	CE13	CE17			EXT SERVICE CONTRACTS												
33		4815								EXT SERVICE CONTRAT REFUND												
34		4816								OTHER MERCHANDISE												
35		4817	CE05							F&I NET INCOME												
36	MONTH		YTD		PCFV		COMMERCIAL/FLEET SEMI FIXED EXPENSES								COMMERCIAL/FLEET PERSONNEL							
37					MONTH	YTD																
38			4872				TOTAL COMMERCIAL/FLEET VEHICLE GROSS															
39			4873				F&I NET INCOME COMMERCIAL/FLEET (LINE 35)															
40			4874		GROSS % SALES		S	TOTAL COMMERCIAL/FLEET VEHICLE				S										
41			4875	CE18			G					G										
42	NEW & USED COMMERCIAL/FLEET VEHICLE SALES EXPENSE				% TOTAL GROSS																	
43			4876				COMMISSION & INCENTIVES		SALESPERSON				BAD DEBT									
44			4877			SALES MANAGERS				CONTRIBUTIONS												
45			4878			F&I				DEPREC EQUIP												
46			4879				PRE-DELIVERY						TRAVEL & ENTERT									
47			( )	( )			PRE-DELIVERY ALLOWANCES						MISC EXPENSE									
48			4881				FREE SERVICE/MAINT & POLICY						TOTAL FIXED EXPENSE									
49			4882	CE19			TOTAL VARIABLE EXPENSE						DEALER SALARY									
50			4883	CE20			VARIABLE GROSS						OPERATING PROFIT									
51			4884				*****		SALESPERSONS				TOTAL									
52			4885			SALES MANAGERS																
53			4886			F&I																
54			4887			TOTAL ADVERTISING (PG 3CAR, LINE 62)																
55			( )	( )			ADVERTISING REBATES															
56			4889				PROMOTION															
57			4890				SERVICE LOANERS															
58			4891				F&I OTHER															
59			4892				INTEREST-FLOOR PLAN															
60			( )	( )			FLOOR PLAN ASSISTANCE															
61			4894	CE21			TOTAL SEMI-FIXED EXPENSES															
62			4895	CE22			NEW & USED COMMERCIAL/FLEET SELLING GROSS															

## 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.

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



## Page 8 Commercial Fleet Audit Rules

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="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2214</span><span>+2424</span><span>+2694</span></div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2354</span><span>+2534</span><span></span></div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2414</span><span>+2604</span><span>COMPARED TO BUCKET 2704</span></div>
CF37	SS	8	TOTAL COMMERCIAL/FLEET SUV VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10) <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2216</span><span>+2426</span><span>+2696</span></div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2356</span><span>+2536</span><span></span></div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2416</span><span>+2606</span><span>COMPARED TO BUCKET 2706</span></div>
CF38	SS	8	TOTAL COMMERCIAL/FLEET SUV GROSS OUT OF BALANCE (WITHIN +/- \$10) <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2217</span><span>+2427</span><span>+2697</span></div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2357</span><span>+2537</span><span></span></div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <span>+2417</span><span>+2607</span><span>COMPARED TO BUCKET 2707</span></div>
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 F150 (ICE) units less than last month's YTD units. Verify unit counts Bucket 2764.
CF42	W	8	Commercial/Fleet F150 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 F250-350 units less than last month's YTD units. Verify unit counts Bucket 3224.
CF48	W	8	Commercial/Fleet Super Duty F450-750 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 F150 (ICE) unit count questionable. Bucket 2764 has an unreasonable figure, units are greater than 3000 Verify unit count.

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## Page 8 Commercial Fleet Audit Rules

CF52	W	8	Commercial/Fleet F150 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 F250-350 unit count questionable. Bucket 3224 has an unreasonable figure, units are greater than 3000 Verify unit count.
CF58	W	8	Commercial/Fleet Super Duty F450-750 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 F150 (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 F150 Lighting (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 F250-350 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 F450-750 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 F150 (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 F150 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 F250-350 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 F450-750 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 <div style="text-align: right; margin-right: 100px;"> +2724      +2774      +2804      +3244  +2734      +2784      +2684  +2764      +2794      +3224 </div> <div style="text-align: right;">COMPARED TO BUCKET 3284</div>
CF80	SS	8	TOTAL COMMERCIAL/FLEET TRUCK VEHICLE SALES OUT OF BALANCE (WITHIN +/- \$10) <div style="text-align: right; margin-right: 100px;"> +2726      +2776      +2806      +3246  +2736      +2786      +2686  +2766      +2796      +3226 </div> <div style="text-align: right;">COMPARED TO BUCKET 3286</div>
CF81	SS	8	TOTAL COMMERCIAL/FLEET TRUCK GROSS OUT OF BALANCE (WITHIN +/- \$10)

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## Page 8 Commercial Fleet Audit Rules

+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 0 OR GREATER THAN 1200.
CE07	W	8	Commercial/Fleet NEW & USED F&I UNITS INSURANCE CONTRACTS FOR THE MONTH BUCKET 4819 LESS THAN 0 OR GREATER THAN 1200.
CE08	W	8	Commercial/Fleet NEW & USED F&I UNITS GAP INSURANCE CONTRACTS FOR THE MONTH BUCKET 4820 LESS THAN 0 OR GREATER THAN 1200.
CE09	W	8	Commercial/Fleet NEW & USED F&I UNITS EXT. SERVICE CONTRACTS FOR THE MONTH BUCKET 4821 LESS THAN 0 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 482 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**

1											LABOR RATES				<table><tr><th rowspan="2">FRANCHISE</th><th rowspan="2">RO ANALYSIS</th><th rowspan="2">TRAFFIC</th><th rowspan="2">RO COUNT</th><th colspan="2">SALES PER R O</th></tr><tr><th>PARTS</th><th>LABOR</th></tr><tr><td>REPAIR SHOP</td><td>M</td><td></td><td>CP01</td><td colspan="2">CP06</td></tr><tr><td></td><td>y</td><td>9309</td><td>CP11</td><td></td><td></td></tr><tr><td>BODY SHOP</td><td>M</td><td></td><td>CP02</td><td colspan="2">CP07</td></tr><tr><td></td><td>y</td><td>9311</td><td>CP12</td><td></td><td></td></tr><tr><td>W&amp;P CLAIM SERVICE</td><td>M</td><td></td><td>CP03</td><td colspan="2">CP08</td></tr><tr><td></td><td>y</td><td>9313</td><td>CP13</td><td></td><td></td></tr><tr><td>W&amp;P CLAIM BODY</td><td>M</td><td></td><td>CP21</td><td colspan="2">CP22</td></tr><tr><td></td><td>y</td><td>9315</td><td>CP20</td><td></td><td></td></tr><tr><td>ESP REPAIR</td><td>M</td><td></td><td>CP04</td><td colspan="2">CP09</td></tr><tr><td></td><td>y</td><td>9317</td><td>CP14</td><td></td><td></td></tr><tr><td>INTERNAL</td><td>M</td><td></td><td>CP05</td><td colspan="2">CP10</td></tr><tr><td></td><td>y</td><td>9319</td><td>CP15</td><td></td><td></td></tr></table>				FRANCHISE	RO ANALYSIS	TRAFFIC	RO COUNT	SALES PER R O		PARTS	LABOR	REPAIR SHOP	M		CP01	CP06			y	9309	CP11			BODY SHOP	M		CP02	CP07			y	9311	CP12			W&P CLAIM SERVICE	M		CP03	CP08			y	9313	CP13			W&P CLAIM BODY	M		CP21	CP22			y	9315	CP20			ESP REPAIR	M		CP04	CP09			y	9317	CP14			INTERNAL	M		CP05	CP10			y	9319	CP15		
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6	PARTS DEPARTMENT																																																																																																	
7		9145	GRS%SLS		PARTS WHOLESALE	S																																																																																												
8		9146				G																																																																																												
9		9147			PARTS COUNTER RETAIL	S																																																																																												
10		9148				G	SERVICE DEPARTMENT																																																																																											
11	CP06	9149	CP01, CP11		REPAIR SHOP	S	CP06	9232	CP01, CP11	GRS%SLS																																																																																								
12		9150				G			9233																																																																																									
13	CP09	9151	CP04, CP14		ESP REPAIR SHOP	S	CP09	9234	CP04, CP14																																																																																									
14		9152				G			9235																																																																																									
15		9153			JOB INCENTIVE	G																																																																																												
16	CP08	9154	CP03, CP13		WARRANTY & POLICY CLAIM (SERVICE)	S	CP08	9237	CP03, CP13																																																																																									
17		9155				G			9238																																																																																									
18	CP10	9156	CP08, CP15		INTERNAL (SERVICE)	S	CP10	9239	CP08, CP15																																																																																									
19		9157				G			9240																																																																																									
20					UNAPPLIED TIME	G		9241																																																																																										
21		9158			SUBLET SALES	S		9242																																																																																										
22		9159				G			9243																																																																																									
23		9160			OTHER MERCHANDISE	S		9244																																																																																										
24		9161				G			9245																																																																																									
25		9162	CP23		TOTAL PARTS SALES - SERVICE	S																																																																																												
26		9163	CP26			G	PERSONNEL																																																																																											
27	CP07	9164	CP02, CP12		BODY SHOP (METAL)	S	CVC MANAGERS		9344																																																																																									
28		9165				G	CVC SERVICE WRITERS		9345																																																																																									
29	CP07	9166	CP02, CP12		BODY SHOP (PAINT)	S	CVC REPAIR TECHS		9346																																																																																									
30		9167				G	CVC INTERNAL TECHS		9347																																																																																									
31	CP22	9168	CP20, CP21		WARRANTY & POLICY CLAIM (BODY SHOP)	S	TOTAL PERSONNEL		9348																																																																																									
32		9169				G	STALL COUNT		9349	CP39																																																																																								
33	CP10	9170	CP08, CP15		INTERNAL (BODY SHOP)	S																																																																																												
34		9171				G																																																																																												
35		9172			MATERIALS	S		9248																																																																																										
36		9173				G			9249																																																																																									
37		9174	CP24		TOTAL PARTS SALES - BODY	S																																																																																												
38		9175	CP27			G																																																																																												
39		9176			DISC EARNED	G																																																																																												
40		9177			INVENT ADJ	G																																																																																												
41		9178	CP25		TOTAL DEPARTMENT	S		9250	CP31				9302	CP35																																																																																				
42		9179	CP28			G			9251	CP32				9303	CP36																																																																																			
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48	PARTS DEPARTMENT		%PARTS GRS		SERV SALES EXPENSE			%SERV GRS			BODY SHOP SALES EXPENSE			%BODY GRS																																																																																				
49		9390			SALARIES-MGRS		9464					9520																																																																																						
50		9391			SALARIES-TECH		9465					9521																																																																																						
51		9392			COMM&INC-MGRS		9466					9522																																																																																						
52		9393			COMM&INC-TECH		9467					9523																																																																																						
53		9394			ADVERT/PROMO		9468					9524																																																																																						
54		9395			TRAINING		9469					9525																																																																																						
55		9396			POLICY ADJ		9470					9526																																																																																						
56		9397			TOOLS & SUPP		9471					9527																																																																																						
57		9398			FREIGHT/HANDLING		9472					9528																																																																																						
58		9399			EQ. & VEH MAINT		9473					9529																																																																																						
59		9400			INV CNTRL & DP		9474					9530																																																																																						
60		9401			VAC/TO PAY-TECH		9475					9531																																																																																						
61		9402	CP29		TOTAL SALES EXP		9476	CP33				9532	CP37																																																																																					
62		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.

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**Page 9** Audit Rules

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 COMM/FLT PARTS SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9145    + 9151    + 9158 + 9147    + 9154    + 9160 + 9149    + 9156</div> <div>COMPARED TO BUCKET 9162</div>
CP24	SS	9	TOTAL COMM/FLT PARTS SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9164    + 9168    + 9172 + 9166    + 9170</div> <div>COMPARED TO BUCKET 9174</div>
CP25	SS	9	TOTAL COMM/FLT PARTS SALES OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9162    + 9174</div> <div>COMPARED TO BUCKET 9178</div>
CP26	SS	9	COMM/FLT PARTS GROSS ON SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9146    + 9152    + 9157 + 9148    + 9153    + 9159 + 9150    + 9155    + 9161</div> <div>COMPARED TO BUCKET 9163</div>
CP27	SS	9	COMM/FLT PARTS GROSS ON SALES TO BODY SHOP OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9165    + 9169    + 9173 + 9167    + 9171</div> <div>COMPARED TO BUCKET 9175</div>
CP28	SS	9	TOTAL COMM/FLT PARTS GROSS OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9163    + 9176 + 9175    + 9177</div> <div>COMPARED TO BUCKET 9179</div>
CP29	SS	9	TOTAL COMM/FLT PARTS SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10) <div>+ 9390    + 9394    + 9398 + 9391    + 9395    + 9399 + 9392    + 9396    + 9400 + 9393    + 9397    + 9401</div> <div>COMPARED TO BUCKET 9402</div>
CP30	SS	9	COMM/FLT PARTS SELLING GROSS OUT OF BALANCE (WITHIN +/- \$10)

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+ 9179      - 9402

COMPARED TO 9403

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

COMPARED TO BUCKET 9250

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

**NO CHANGES**



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	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	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	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	<div> <div> <div>Moblie Service Personnel Out of Balance</div> <div> <div>+9432</div> <div>+9434</div> <div>+9433</div> <div>+9435</div> </div> </div> <div>Compared to Bucket 9436</div> </div>
CM23	SS	10	<div> <div>TOTAL MOBILE SERVICE PARTS SALES TO SERVICE OUT OF BALANCE</div> <div> <div>+ 9639</div> <div>+ 9646</div> <div>+ 9641</div> <div>+ 9648</div> <div>+ 9644</div> <div>+ 9650</div> </div> </div> <div>COMPARED TO BUCKET 9652</div>
CM25	SS	10	<div> <div>TOTAL MOBILE SERVICE PARTS SALES OUT OF BALANCE</div> <div>Bucket 9652 equals Bucket 9668 (WITHIN +/- \$10)</div> </div>

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

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

**Page 10** Audit Rules

CM26	SS	10	MOBILE SERVICE PARTS GROSS ON SALES TO SERVICE OUT OF BALANCE (WITHIN +/- \$10)					
				+ 9640	+ 9645	+ 9651		
				+ 9642	+ 9647			
				+ 9643	+ 9649			
								COMPARED TO BUCKET 9653
CM28	SS	10	TOTAL MOBILE SERVICE PARTS GROSS OUT OF BALANCE (WITHIN +/- \$10)					
				+ 9653	+ 9666	+ 9667		
								COMPARED TO BUCKET 9669
CM29	SS	10	TOTAL MOBILE SERVICE PARTS SALES EXPENSE OUT OF BALANCE (WITHIN +/- \$10)					
				+ 9825	+ 9829	+ 9834		
				+ 9826	+ 9830	+ 9836		
				+ 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)					
				+ 9881	+ 9885	+ 9890		
				+ 9882	+ 9886	+ 9892		
				+ 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	Moblle Service Fixed Expenses Out of Balance					
				+9930	+9932	+9934		
				+9931	+9933	+9935		
								Compared to Bucket 9936

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