







LINE NO.	DEALER	MONTH				NEW VEHICLE DEPARTMENT				YEAR TO DATE			
		SALES	GROSS	UNITS	GR PVS	NEW RETAIL TRUCKS		UNITS	GR PVS	SALES	GROSS		
1						EDGE	3475 3476	3044		3046		3047	
2						ESCAPE	3450 3451	3004		3006		3007	
3						ESCAPE HYBRID	3414 3415	3314		3316		3317	
4						<b>MEMO: TOTAL ESCAPE RETAIL TRUCKS</b>		3424		3426		3427	
5						EXPLORER	3410 3411	3014		3016		3017	
6						EXPEDITION	3400 3401	3024		3026		3027	
7						ECONOLINE/CLUB WAGON	3420 3421	3054		3056		3057	
8					R	RANGER	3430 3431	3064		3066		3067	
9						F-150 (UNDER 8500# GVW)	3780 3781	3074		3076		3077	
10					E	F-SUPER DUTY (F-250-350 OVER 8500# GVW)	3790 3791	3084		3086		3087	
11						TRANSIT CONNECT	3597 3598	3114		3116		3117	
12					A	TRANSIT (VAN)	3550 3551	3164		3166		3167	
13						FLEX	3484 3485	3174		3176		3177	
14					L	TBD FORD TRUCK #1	3556 3557	3884		3886		3887	
15						TBD FORD TRUCK #2	3422 3423	3354		3356		3357	
16					T	COURIER (MEXICO ONLY)	3560 3561	3094		3096		3097	
17						ECOSPORT (MEXICO ONLY)	3564 3565	3104		3106		3107	
18					R	FORD DISCONTINUED MODEL TRUCKS	3570 3571	3124		3126		3127	
19						<b>TOTAL FORD LIGHT TRUCK RETAIL</b>		3204		3206		3207	
20					U	LINCOLN MKT	3512 3513	3374		3376		3377	
21						LINCOLN NAVIGATOR	3590 3591	3234		3236		3237	
22					C	LINCOLN MKX	3566 3567	3444		3446		3447	
23						TBD LINCOLN TRUCK #1	3592 3593	3304		3306		3307	
24					S	TBD LINCOLN TRUCK #2	3594 3595	3324		3326		3327	
25						LINCOLN MARK LT (MEXICO ONLY)	3588 3589	3294		3296		3297	
26					LINCOLN DISCONTINUED MODEL TRUCKS	3586 3587	3264		3266		3267		
27					<b>TOTAL LINCOLN LIGHT TRUCK RETAIL</b>		3274		3276		3277		
28					N	NON FOMOCO LIGHT TRUCK	3460 3461	3494		3496		3497	
29						<b>TOTAL LIGHT TRUCK RETAIL</b>		3504		3506		3507	
30					F	FOMOCO FLEET LIGHT TRUCKS	3470	3524		3526		3527	
31						NON FOMOCO FLEET LIGHT TRUCKS	3516	3414		3416		3417	
32					<b>TOTAL FLEET LIGHT TRUCKS</b>		3674		3676		3677		
33					<b>TOTAL LIGHT TRUCKS</b>		3554		3556		3557		
34					R	F-SUPER DUTY (F450-550 OVER 8500# GVW)	3740 3741	3564		3566		3567	
35						F-SUPER DUTY (F650-750)	3500 3501	3574		3576		3577	
36					<b>TOTAL FORD COMMERCIAL TRUCKS</b>		3584		3586		3587		
37					T	NON FOMOCO CLASS 4-7-8	3600 3601	3594		3596		3597	
38						<b>TOTAL COMMERCIAL/OTHER TRUCKS</b>		3604		3606		3607	
39					MTH	MEMO: FLT COM	3609	YTD					
40					TRUCK INCENTIVES		4620				3617		
41					<b>TOTAL NEW TRUCKS</b>		3624		3626		3627		
42					DEALER TRANSFERS (Units YTD)	3639	4640				3637		
43					<b>TOTAL NEW VEHICLES</b>		3704		3706		3707		
44					MEMO: NEW INTERNET SALES		3714		3716		3717		
45					<b>MEMO: TOTAL FOMOCO HYBRID TRUCKS</b>		3664		3666		3667		

NEW VEHICLE DEPARTMENT

46												
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LINE NO.	DEALER	CAR			TRUCK			NON FoMoCo			TOTAL		
		UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL
57													
58													
59	NEW	MONTH											
60		YTD	3820	3821		3823	3824		3826	3827		3829	3830
61	COM	MONTH											
62		YTD	3860	3861		3863	3864		3866	3867		3869	3870



LINE NO.	PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT					
	MONTH	YTD	MON	YTD	MONTH	YTD	MON	YTD	MONTH	YTD	MON	YTD		
	GROSS % SALES				GROSS % SALES				GROSS % SALES					
1		5070			5400, 5401 5402									
2		5071			WHOLESALE*									
3		5072			6410 WHOLESALE 6411 JOB INCENT.	LABOR RATES				FRANCHISE R.O. ANALYSIS	TRAFFIC R.O. COUNT	SALES PER R.O.		
4		5073			TOTAL WHOLESALE	REPAIR	BODY	W & P	INTERNAL			PARTS	LABOR	
5		5074			5420, 5421 5422	FORD	5251	5252	5253	5254	REPAIR SHOP	M		
6		5075			COUNTER RETAIL	LINC	5312	5313	5314	5315	Y	5544		
7		5076			5430, 5435 5700, 5705 5436		5316				BODY SHOP	M		
8		5077			REPAIR SHOP		5317				Y	5546		
9		5078			5440, 5445 5710, 5715		5318				W & P CLAIMS SERVICE	M		
10		5079			ESP REPAIR SHOP		5319				Y	5548		
11		5080			6450 JOB INCENTIVE						W & P CLAIMS BODY SHOP	M		
12		5081			5460, 5462 5720, 5722		5321				Y	5550		
13		5082			WARRANTY & POLICY CLAIMS (SERVICE)		5322				ESP REPAIR	M		
14		5083			5470, 5475 5730, 5734 5476		5323				Y	5552		
15		5084			INTERNAL (SERVICE)		5324				INTERNAL	M		
16					6740 UNAPPLIED 6845 TIME 6741		5325				Y	5554		
17		5086			5480 5750 5485 SUBLET 5755		5326					5555		
18		5087			REPAIRS 5800		5327					5556		
19		5088			5490, 5491 5760 5492 OTHER 5761		5328					5557		
20		5089			MERCHANDISE		5329				*MEMO OTHER FRAN PARTS DEPT			
21		5090			5431, 41, 61, 71 PARTS SALES		5330				WHOLESALE	S	5619	
22		5091			SERV-OTH FRANCHISE 5701, 11, 21, 31		5331				G		5620	
23		5092			TOTAL PARTS SALES-SERV.	NON FOMOCO DUALS ONLY								
24		5093				MEMO: OTHER FRAN PARTS PURCHASES								
25		5094			5500 5810 BODY SHOP (METAL)	MONTH	YTD						5564	
26		5095					5385						5565	
27		5096			5510 5820 BODY SHOP (PAINT)	RO	TRAFFIC	SALES PER RO					5566	
28		5097				ANALYSIS	RO COUNT	PARTS	LABOR				5567	
29		5098			5520 5830 WARRANTY & POLICY CLAIMS (BODY SHOP)	SERVICE OTHER FRAN	5279						5568	
30		5099											5569	
31		5100			5530 5840 INTERNAL (BODY SHOP)	BODY R.O. OTHER FRAN	5281						5570	
32		5101											5571	
33		5102			5540, 5545 5770, 5780 5781		5284						5572	
34		5103			MATERIALS 5850		5285						5573	
35		5104			5501, 11, 21, 31 PARTS SALES								5574	
36		5105			BODY-OTH FRANCHISE 5811, 21, 31, 41	*MEMO: PRODUCTIVITY/EFFICIENCY							5575	
37		5106			TOTAL PARTS SALES-BODY	SERVICE TECH.	MONTH	YTD						
38		5107				AVAILABLE CLOCKED HOURS				5456				
39		5108			6550, 6561 DISCOUNTS 6560, 6565 EARNED	ACTUAL RETAIL HOURS WORKED				5457				
40		5109			6570, 6580 INVENTORY 6585, 6571 ADJ.	FLAT RATE HOURS SOLD				5458				
41		5110			TOTAL DEPARTMENTS		5340						5580	
42		5111					5341						5581	
43	(	5112	)		6300 COST OF. SALES : LIFO									
44		5113			TOTAL		5343						5583	
45	76 PARTS EXPENSE				% PARTS GRS	77 SERV SALES EXPENSE				% SERV GRS	78 BODY SALES EXPENSE			
46		5114			7600,05 COMP- 7800,05 7700,05 MGRS. 7900,05		5344						5584	
47		5115			7610 SAL- 7810 7710 OTHER 7902,10		5345						5585	
48		5116			7620 COMM & 7820 7720 INC-OTH 7907,20		5346						5586	
49		5117			7630,31 ADVERT/ 7830,31 7730,31 PROMO 7930,31		5347						5587	
50	(	5131	)		7621 ADVERTISING 7721 REBATES 7821	(	5361	)			(	5601	)	
51		5119			7640 TRAINING 7840 7740 7940		5349						5589	
52		5120			7650 POLICY 7850 7750 ADJ. 7950		5350						5590	
53		5121			7660,61 SERV. 7860,61 7760,61 LOANER		5351						5591	
54		5122			7670 TOOLS & 7870 7770 SUPPLIES 7970		5352						5592	
55		5123			7671 FREIGHT 7771 7871 7971		5353						5593	
56		5124			7680 EQ. & VEH. 7880 7780 MAINT. 7980		5354						5594	
57		5125			7690 INV CNTRL 7885 7785 & DP 7985		5355						5595	
58		5126			7695 VAC/TO 7890 7790 PAY-TECH 7990		5356						5596	
59		5127			TOT. SALES EXP.		5357						5597	
60		5128			SELLING GROSS		5358						5598	
61	(	5129	)		SHOP PARTS GROSS TRANS.		5359						5599	
62		5130			ADJ. SELLING GROSS		5360						5600	

LINE NO	DEALER		P & A CODE				SALES CODE			MONTH			PG 6	
	SELLING/ADJUSTED * SELLING GROSS ALL DEPTS	MONTH	YTD	MON	YTD	NEW	USED	PARTS *	SERVICE *	BODY *	UNAPPLIED			
			6030			6120	6150	6180	6210	6240				
	FIXED EXPENSE			% GROSS		DEPARTMENTAL FIXED EXPENSE ALLOCATION - YTD								
1	SAL.-GEN. MGR. 8000 8005, 8006		6031			6121	6151	6181	6211	6241	6271			
2	SALARIES-ADM. 8020		6032			6122	6152	6182	6212	6242	6272			
3	EMPLOYEE BENEFIT 8040 8041, 8045		6033			6123	6153	6183	6213	6243	6273			
4	PAYROLL TAXES 8100 8105, 8106		6034			6124	6154	6184	6214	6244	6274			
5	PENSIONS 8200, 8205 8206, 8210		6035			6125	6155	6185	6215	6245	6275			
6	INST'L. ADV. & PROMO. 8220 8240		6036			6126	6156	6186	6216	6246	6276			
7	RENT & EQUIVALENT * 8300, 20, 40, 60, 80 & 8400, 20 8305, 45, 65, 85 & 8405, 25		6037			6127	6157	6187	6217	6247	6277			
8	UTILITIES 8500 8505, 8506		6038			6128	6158	6188	6218	6248	6278			
9	TELEPHONE 8520 8525, 8446		6039			6129	6159	6189	6219	6249	6279			
10	TAXES 8540 8445, 8646		6040			6130	6160	6190	6220	6250	6280			
11	INSURANCE 8600 8620		6041			6131	6161	6191	6221	6251	6281			
12	OFFICE SUPPLIES 8640 8645, 8666		6042			6132	6162	6192	6222	6252	6282			
13	PROFESSIONAL & SERVICE FEES 8660 8665, 8706		6043			6133	6163	6193	6223	6253	6283			
14	DATA PROCESSING 8680		6044			6134	6164	6194	6224	6254	6284			
15	BAD DEBTS 8700 8705, 8726		6045			6135	6165	6195	6225	6255	6285			
16	CONTRIBUTIONS 8720 8725, 8766		6046			6136	6166	6196	6226	6256	6286			
17	INTEREST 8740		6047			6137	6167	6197	6227	6257	6287			
18	DEPREC. EQUIP. 8760 8765, 8806		6048			6138	6168	6198	6228	6258	6288			
19	EQUIP. & VEH. MAINT. GENL. 8780		6049			6139	6169	6199	6229	6259	6289			
20	TRAVEL & ENTERTAINMENT 8800 8805, 8826		6050			6140	6170	6200	6230	6260	6290			
21	MISC. EXPENSE 8820 8825, 8841		6051			6141	6171	6201	6231	6261	6291			
22	ALLOCATION OF UNAPPLIED EXPENSE					6142	6172	6202	6232	6262	6292			
23	<b>TOTAL FIXED</b>		6053			6143	6173	6203	6233	6263		TOTAL APPLIED		
24	DEALER SALARY 8900		6054			6144	6174	6204	6234	6264				
25	OPERATING PROFIT		6055			6145	6175	6205	6235	6265				
26	<b>NEW VEHICLE</b>		<b>F&amp;I SELLING GROSS ANALYSIS</b>			<b>USED VEHICLE</b>		<b>RENTAL DEPARTMENT</b>			<b>MONTH</b>	<b>YTD</b>		
27	MONTH	YTD				MONTH	YTD	INCOME				6410		
28			C A R & T R U C K	GROSS				SALARIES 5210				6411		
29				VAR. SELLING EXP.				COMMISSIONS/INCENTIVES 5220				6412		
30				SEMI-FIXED SELLING EXP.				OTHER EXPENSES 5230				6413		
31				SELLING GROSS				<b>TOTAL NET 5200</b>				6414		
32				TOTAL F & I NET INCOME				AGREEMENTS				6415		
33				F & I SELLING EXPENSES				<b>INVENTORY ANALYSIS</b>	<b>RENTAL</b>			<b>SERVICE LOANERS</b>		
34				F & I SELLING GROSS					CAR	TRUCK	RV			
35				TOTAL SELLING GROSS				TOT UNITS @ EOM	6420	6430	6440	6450		
36				MONTH	YTD				TOT UNIT-DAYS AVAIL. / MO.	6421	6431	6441	6451	
37				NET RENT OR EQUIV. 8300, 8305 8306, 8320		6360				CUST.-ESP.-PAID DAYS / MO.	6422	6432	6442	6452
38				DEPREC. & AMORT. 8340, 8360, 8346 8345-8365, 8366		6361				SERVICE LOANER-PAID DAYS / MO.	6423	6433	6443	6453
39				INSURANCE-BUILDING 8380 8385, 8386		6362				DEALER-PAID DAYS / MO.	6424	6434	6444	6454
40				TAX-REAL ESTATE 8400 8405, 8406		6363				NON-UTILIZED DAYS / MO.	6425	6435	6445	6455
41				MAINT.-BUILDING 8420 8425, 8426		6364				% UTILIZATION	6426	6436	6446	6456
42				<b>TOTAL</b>		6365				% CUSTOMER / EXP. PAID	6427	6437	6447	6457
43	<b>PERSONNEL SUMMARY</b>		<b>ADMIN</b>	<b>FRAN N &amp; U</b>	<b>F &amp; I</b>	<b>REN/LSE</b>	<b>FRAN PARTS</b>	<b>FRAN. SERV.</b>	<b>BODY</b>	<b>*MEMO: UTILITY EXPENSES</b>			<b>MONTH</b>	<b>YTD</b>
44	DEALERS		6504							GAS				6485
45	MANAGEMENT		6505	6525	6565	6585	6605	6645	6685	ELECTRIC				6487
46	SLSPRNS/SERV ADVSRs			6526	6566	6586	6606	6646	6686	WATER				6489
47	TECH- NICIANS	REPAIR						6647	6687	SEWAGE				6491
48		INTERNAL	6528					6648	6688	SOLAR				6493
49	CLERICAL		6509	6529	6569	6589	6609	6649	6689	<b>TOTAL</b>				6495
50	OTHER		6510	6530	6570	6590	6610	6650	6690					
51	<b>TOTAL</b>	6501	6511	6531	6571	6591	6611	6651	6691					
52	SALESPERSON TENURE (IN MONTHS)	< 12 MOS.	6532							SERVICE ADVISOR TENURE (IN MONTHS)	< 12 MOS.	6612		
53		12 - 36 MOS.	6533								12 - 36 MOS.	6613		
54		37 - 60 MOS.	6534								37 - 60 MOS.	6614		
55		61+ MOS.	6535								61+ MOS.	6615		
56	SALESPERSON TURNOVER	HIRED-YTD	6536							SERVICE ADVISOR TURNOVER	HIRED-YTD	6616		
57		TERM.-YTD	6537								TERM.-YTD	6617		
58	<b>MEMO: SPLIT SLS FORCE</b>		<b>NEW ONLY</b>	<b>USED ONLY</b>	<b>COMB. N &amp; U</b>	<b>TOTAL</b>		<b>STALL COUNT</b>						
59	MANAGERS		6709	6719	6729	6739		REPAIR	INTERNAL	BODY				
60	SALESPERSONS		6710	6720	6730	6740		6750	6760	6770				

LINE NO.	DEALER		P & A CODE		SALES CODE				MONTH		PG. 7	
	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD

MEMO: QUICK LANE (CANADA & US)

FRANCHISE R.O. ANALYSIS	TRAFFIC R.O. COUNT	SALES PER R.O.	
		PARTS	LABOR
RETAIL SHOP SALES	M Y 7684		
ESP/ESC/QFC SALES	M Y 7686		
INTERNAL SALES	M Y 7688		
OTHER MERCHANDISE	M Y 7690		
WARRANTY SALES	M Y 7692		

**PARTS DEPARTMENT**

**SERVICE DEPARTMENT**

7	7096			<b>GROSS % SALES</b>	5402 PARTS WHOLESALE	S						
8	7097					G						
9	7072				5422 PARTS COUNTER RETAIL	S						
10	7073					G						
11	7076				5435 RETAIL SHOP SALES	S	7376		<b>GROSS % SALES</b>			
12	7077					G	7377					
13	7078				5436 TIRE SALES	S	7378					
14	7079					G	7379					
15	7080				5445 ESP/ESC/QFC SALES	S	7380					
16	7081					G	7381					
17	7074				5462 WARRANTY SALES	S	7374					
18	7075					G	7375					
19	7082				5475 INTERNAL SALES	S	7382					
20	7083					G	7383					
21	7084				5476 INTERNAL TIRE SALES	S	7384					
22	7085					G	7385					
23					UNAPPLIED TIME	G	7373					
24	7086				5485 SUBLET SALES	S	7386					
25	7087					G	7387					
26	7088				5492 OTHER MERCHANDISE	S	7388					
27	7089					G	7389					
28	7090				5545 MATERIALS	S	7390					
29	7091					G	7391					
30	7092				6565 DISCOUNTS EARNED	G						
31	7093				6561 INVENTORY ADJ.	G						
32	7094				<b>TOTAL DEPARTMENTS</b>	S	7394					
33	7095					G	7395					

**77 SERV SALES EXPENSE % SERV GRs**

34					SALARIES-MGRS. 7900		7397					
35					SALARIES-TECH. 7902 7910		7398					
36					COMM & INC-MGRS. 7905		7399					
37					COMM & INC-TECH. 7907 7920		7400					
38					ADVERT/PROMO 7930 7931		7401					
39					TRAINING 7940		7402					

**PARTS ALLOCATION FIXED EXPENSE**

**SERVICE ALLOCATION FIXED EXPENSE**

40					POLICY ADJ. 7950		7403					
41		MONTH		YTD	TOOLS & SUPP. 7970		7404				MONTH	YTD
42	SALARIES	8006		7951	FREIGHT/HANDLING 7971		7405					
43	BENEFITS	8041		7952	EQ. & VEH. MAINT. 7980		7406					
44	PAYROLL TAXES	8106		7953	INV. CNTRL. & DP 7985		7407					
45	PENSIONS	8206		7954	VAC/TO PAK-TECH. 7990		7408					
46	RENT & LEASE	8306		7955	<b>TOT. SALES EXP.</b>		7409					
47	DEP. BLDG. & IMP.	8346		7956	<b>SELLING GROSS</b>		7410					
48	AMORT. OF IMPR.	8366		7957								
49	INS. BLDGS.	8386		7958								
50	TAXES REAL ESTATE	8406		7959								
51	MAIN BLDGS.	8426		7960								
52	UTILITIES	8506		7961								
53	TELEPHONE	8446		7962								
54	TAXES EXCL. INCOME/REAL ESTATE	8646		7963								
55	OFFICE SUPPLIES	8666		7964								
56	PROF. & SERV. FEES	8706		7965								
57	BAD DEBT	8726		7966								
58	CONTRIBUTIONS	8766		7967								
59	DEPREC. EQUIP.	8806		7968								
60	TRAVEL & ENTERT.	8826		7969								
61	MISC. EXPENSE	8841		7970								
62	<b>TOTAL FIXED EXP.</b>			7975								

PERSONNEL	
MANAGERS	7501
SERVICE WRITERS	7502
REPAIR TECH.	7503
INTERNAL TECH.	7504
<b>TOTAL</b>	7505
STALL COUNT	
REPAIR	INTERNAL
7510	7511