

Ford AR Aging

Ford now requires all dealers to age the accounts receivable. This includes accounts **1120** (Parts/Service/Body), **1110** (Vehicle), **1140** (Warranty), **1170** (Incentives), and **1100** (Notes Receivable).

Adding the Receivables Aging

The AR aging can be edited in the Financial Statement Statistical Data using the **Retail Leasing/AR Aging** option. This information prints on the lower right-hand side of page 1 of the financial statement.

1. Click Statistical Data on the Ford Financial Statement menu.
2. Click **Retail Leasing/ A-R Aging**.
3. On the A/R Aging/Retail Lease screen, use the **Accounts Receivable Aging** section to enter the aging. The aging is broken down into four periods: **Current**, **31-60**, **61-90**, and **91+**. All four of these fields added together must equal what is pulling into the parameter for the specified account.

For example, if account 1110--Vehicle totals \$10000 in current and \$15000 in 31-60, the total for the account on the Statement Parameter screen for account 1110 should equal \$25000. If the totals do not match, you will receive an error when you attempt to download.

The image shows two screenshots from the AutoSoft software. The left screenshot is titled 'A/R Aging / Retail Lease (DRDBS)' and features a table for 'Accounts Receivable Aging' with columns for 'Current', '31-60', '61-90', and '91+'. The 'Vehicle Accounts' row shows 'Current' as 10000 and '31-60' as 15000. Below this is a 'Past Due' section with fields for 'Notes', 'Vehicle' (15000), 'P/S/B', and 'Other'. At the bottom is a 'Retail Lease' section with columns for 'Car Total' and 'Truck Total', each with 'Units' and 'Gross' sub-columns. The right screenshot is titled 'Ford Financial Statement Parameters (ABC Motors)' and shows a table for 'A/R VEHICLE' with columns for account numbers and amounts. The first row shows account '1110' with a value of '1125'. At the bottom of this screen, there are summary fields: 'YTD ... Pull: 25000', 'Cost: 0', and 'Net: 25000'. A black line connects the '15000' value in the '31-60' column of the left screen to the '1125' value in the 'A/R VEHICLE' table of the right screen.



Matching the Aging to the Parameters

- **Notes Receivable (Account 1100):** Find this total on the financial statement on page 1, line 6, bucket 0006. This amount should equal Notes Receivable in the Statistical Data – Current through 91+.
- **Vehicle (Accounts 1110 and 1125):** Find this total on the financial statement on page 1, line 8, bucket 0008. This amount should equal Vehicle Accounts in the Statistical Data – Current through 91+.
- **Parts Service Body (Account 1120):** Find this total on the financial statement on page 1, line 9, bucket 0009. This amount should equal the total of the Parts, Service, and Body Accounts (Current through 91+) in the Statistical Data.
- **W & P Claims (Accounts 1140 and 1150):** Find this total on the financial statement on page 1, line 11, bucket 0011. This amount should equal Warranty Receivables in the Statistical Data – Current through 91+.
- **Incentives/Carryover Allowance (Accounts 1170 and 1175):** Find this total on the financial statement on page 1, line 13, bucket 0013. This amount should equal Ford Incentives in the Statistical Data – Current through 91+.

Totaling the Past Due Amounts

The system automatically calculates the dark blue **Past Due** fields on the A/R Aging/Retail Lease screen based on the amounts you enter in the 31-60, 61-90, and 91+ fields above. The exception is the Other field for which you must manually enter the total. You can obtain this total in the parameters for account 1130 parameter, but only use the amount over 31 days.

Understanding Parameters vs. Accounts

You may have an amount on the financial statement for account 1120 on line 9, bucket 0009, that does not total to the aging in the statistical data. This may be due to another account that is included in the Statement Parameters for account 1120. You can verify this using the following steps.

1. Click **Statement Parameters** on the Financial Statement main menu.
2. Type the main account number in the **Report Account** field. (For example, you would type 1120 for Parts/Service/Body and 1100 for Notes Receivable).
3. Look to see if there are any other accounts with amounts pulling to that parameter.
4. If so, you must determine the aging of that account and add it to the Statistical Data screen.