



Autosoft
FLEXTM
DMS
Pre-Owned Vehicle
Financial Statement

Copyright

© 2004-2014 Autosoft, Inc. All rights reserved.

The information in this document is subject to change without notice. No part of this document may be reproduced, stored in a retrieval system, or transmitted in any form or by any means electronic or mechanically, including photocopying, for any purpose other than the purchaser's personal use without written permission from Autosoft, Inc.

The software described in this document is provided under a license agreement or nondisclosure agreement between Autosoft, Inc. and the purchaser. The software may only be used and copied in accordance with the terms of that agreement.

Autosoft, Inc.
61 Executive Court
West Middlesex, PA 16159
U.S.A.

www.Autosoftdms.com

Trademarks

Autosoft is either a registered trademark or trademark of Autosoft, Inc. in the United States and/or other countries. Microsoft is either a registered trademark or trademark of Microsoft Corporation in the United States and/or other countries. Any other products mentioned in this document are registered trademarks or trademarks of their respective holders and should be noted as such.

Table of Contents

Introduction Pre-owned Vehicle Financial Statement	1
About this Manual	1
Understanding the Workflow.....	2
Using the Financial Statement List	2
Cleaning the List	3
Updating Your Financial Statement	4
Chapter 1 Setting Statement Parameters.....	5
Accessing Used Car Financial Statement for the First Time	5
Statement Parameters	6
Verifying What Accounts to Add to the Statement Parameters	6
Understanding the Statement Parameters Screen	7
Adding Accounts to the Statement Parameters	8
Chapter 2 Entering Statistical Data and Compiling the Statement	9
Entering Statistical Data.....	9
Compiling Statement Data	11
Chapter 3 Printing the Financial Statement.....	13
Printing on Legal-Size Paper	14
Accessing the Financial Statement.....	15
Regenerating the Financial Statement.....	15
Accessing Prior Month Statements	15
Modifying Files	16
Resolving Errors	16
Chapter 4 Checking the Financial Statement	17
Check #1	17
Check #2.....	17
Check #3.....	17
Check #4.....	17
Check #5.....	18
Chapter 5 Combining Multiple Statements	19
Conclusion	21

Introduction Pre-owned Vehicle Financial Statement

The Autosoft Accounting module includes a feature designed specifically for Pre-owned Car dealers to prepare and print a Used Car Financial Statement. The financial statement feature pulls data from your general ledger and prints a standard Used Car Financial Statement.

About this Manual

This manual walks you through using the Used Car Financial Statement feature. The procedures outlined in this manual are essential to ensure an accurate financial statement each month. Each chapter focuses on a specific part of the Used Car Financial Statement feature and presents systematic instructions for using that specific feature. The table below identifies the chapters in this manual and explains what each chapter covers. Use the table for reference so you know what to expect as you read this manual.

Chapter	What it covers
Chapter 1 Setting Statement Parameters	Chapter 1 walks you through accessing the Used Car Financial Statement feature and defining the parameters used for the financial statement.
Chapter 2 Entering Statistical Data and Compiling the Statement	Chapter 2 walks you through entering data and compiling the statement. The chapter explains when you should select each of the three available compiling options.
Chapter 3 Printing the Financial Statement	Chapter 3 walks you through viewing and printing the statement in Microsoft® Excel. In addition, the chapter identifies common errors that appear while generating the statement and explains how you can fix the problems causing the errors.
Chapter 4 Checking the Financial Statement	Chapter 4 provides suggestions about the information you can check on your statement if the statement does not display the correct information. These suggestions allow you to troubleshoot before calling Autosoft for assistance.
Chapter 5 Combining Multiple Statements	Chapter 5 walks you through combining statement data from another set of books to the current compiled data. This allows you to print a combined financial statement for in-house reporting.

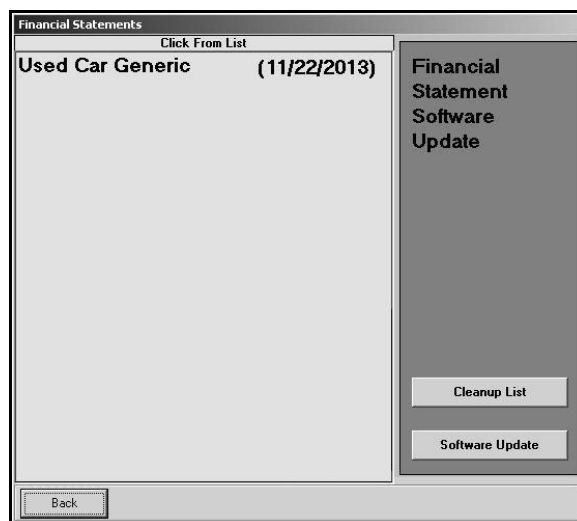
Understanding the Workflow

The steps you take at different stages while generating the financial statement will vary based on the amount of information you have to enter, errors you find on your financial statement, etc. The overall process, however, will remain the same for all dealers. The standard process is as follows.

1. Enter the necessary statistical data.
2. Compile the financial statement data.
3. Print the financial statement, and review it for errors.

Using the Financial Statement List

When you click **Financial Statements** on the Reports menu in the Accounting module, the Financial Statements selection list appears. The selection lists identifies all of the financial statements available to your dealership based on the franchises Autosoft has on file for your dealership. Click a financial statement in the list to select it.



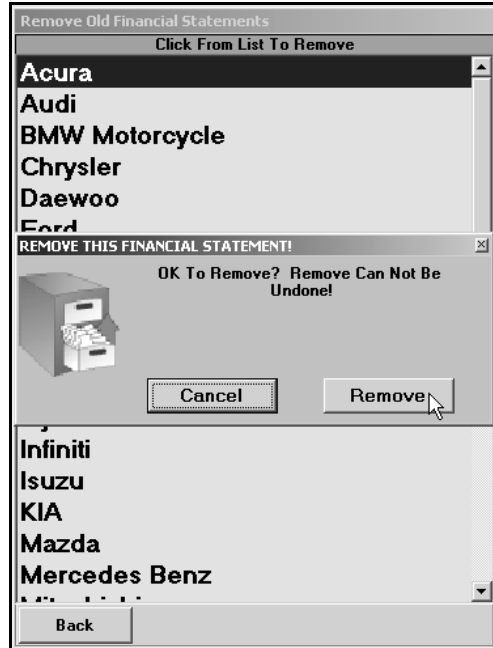
Tip: If you have a franchise that does not appear in your Financial Statements selection list, call Autosoft so we can update our records to ensure the franchise is included in your next update.

Cleaning the List

If you are new to Autosoft DMS, the Financial Statements list should only include the financial statements for your franchises. If you upgraded to Autosoft DMS version 6.6 from version 6.0, your list may contain financial statements left over from the conversion. If the list contains financial statements you do not need, you can clean the list to remove the unnecessary statements.

Warning: Once you remove a statement from the list, you can get it back by performing a software update from the Financial Statements selection list (as explained on page 4). However, you will only be able to recover the financial statements for franchises Autosoft has on file for your dealership.

1. Click **Accounting** on the ASI DMS main menu.
2. Click **Reports & DOC's** on the Dealership Accounting menu.
3. Click **Financial Statements** on the Reports menu. The Financial Statements selection list appears.
4. Click **Cleanup List**. The Remove Old Financial Statements screen appears.
5. Click the financial statement you want to remove from the list, and click **Remove** when prompted to verify you want to remove the financial statement.



6. The financial statement is removed from the list. Continue to remove statements as needed.
7. Click **Back** to close screen. The system returns you to the Reports menu.

Updating Your Financial Statement

You can update your financial statement program by clicking the **Software Update** button on the Financial Statements selection list. This installs the most recent executable file on your system. The date next to the name of the financial statement in the list identifies the release date for the current financial statement executable. You may be asked to verify this date if you call Autosoft for support. You can only update financial statements for franchises Autosoft has on file for your dealership.

1. Advance to the Financial Statements selection list.
2. Click **Software Update**.
3. A list of updates appears. Click the manufacturer/financial statement you want to update.
4. On the Update screen that appears, read the update information and the download instructions. Follow the instructions on the screen to complete the update.

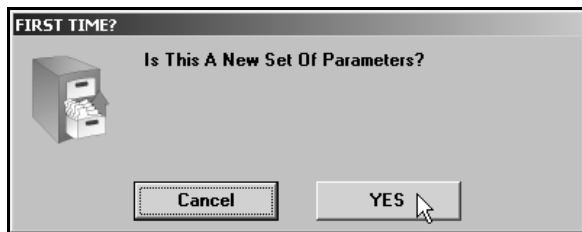
Chapter 1 Setting Statement Parameters

Before you can compile your first financial statement, you need to enter the parameters. This involves telling the program which general ledger accounts you want to pull to each line of the statement. A standard set of parameters is included with your program and can be modified to meet your specific needs. You will need to enter any specialty accounts you have created for your own use that do not appear in the pre-loaded chart of accounts.

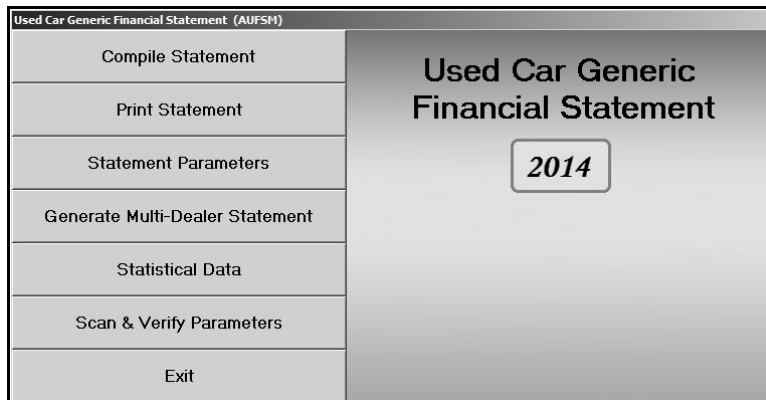
Accessing Used Car Financial Statement for the First Time

When you access the Used Car Financial Statement for the first time, you are prompted to set parameters automatically according to the pre-loaded chart of accounts. This loads the preset chart of accounts in your system.

1. Click **Reports & DOC's** on the Dealership Accounting menu.
2. Click **Financial Statement** on the Reports menu.
3. Click **Used Car Generic** in the selection list.
4. You must click **Yes** when prompted to verify this is a new set of parameters.



5. The system loads the chart of accounts. This may take several minutes. When it is finished, the Used Car Generic Financial Statement menu appears.



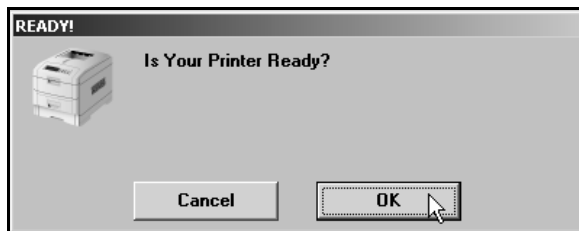
Statement Parameters

The **Statement Parameters** option is used to review and fine-tune the financial statement parameters. Even though the system automatically sets up the parameters according to the Used Car chart of accounts, you will have to access the statement parameters to add accounts specific to your dealership. This Statement Parameters screen allows you to enter those accounts that were not set up in your initial preset chart of accounts. Typically, these are individual, custom accounts that you have added to the general ledger.

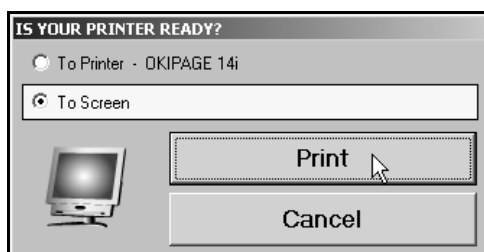
Verifying What Accounts to Add to the Statement Parameters

You can easily check to see what new accounts, if any, you need to add by selecting the **Scan & Verify Parameters** option. The feature prints a report that lists any accounts that are not set up in the statement parameters or those accounts that are pulling more than once.

1. Click **Scan & Verify Parameters** on the Used Car Generic Financial Statement menu.
2. Click **OK** when prompted to verify your printer is ready.



3. The system scans the parameters. Be patient while the system scans. Do not disturb the system during the scan.
4. When the list is ready, the system prompts you to indicate what you want to do with the report. Click to select **To Printer** to print the information or **To Screen** to view the information on your screen. (If you select to print to screen, you can print the information from the viewing screen by clicking **File** and selecting **Print**.)



5. Once you select your print type, click **Print**.
6. Review the report.

If the report lists a balance in any account and the "Hit" column says "0," you must add the account to your statement parameters. If any account shows two or more "Hits," you need to find the parameter and delete the account that should not be pulling to that line on your statement. For information about setting up accounts in the statement parameters, see "Adding Accounts to the Statement Parameters" on page 8.

Understanding the Statement Parameters Screen

Once you establish the accounts you need to add to the statement parameters, you can add them easily by selecting **Statement Parameters** on the Used Car Financial Statement menu. However, before you enter accounts, you need to understand how the Statement Parameters screen is set up and where you need to add different types of accounts.

There are two sections of the screen to enter the account numbers. Accounts entered in the **Pull Accounts** section will *add to* the total for the report line, and accounts entered in the **Cost Accounts** section will *subtract from* the total for the report line.

Warning: The last line in each section is preceded by a minus (-) sign. **Do not** use this line unless you are specifically instructed to use it.

The program **does not recognize debits and credits**. Instead, it uses the **balance** of the account as it appears in the general ledger.

Note: A problem may arise if you have an account flagged for a normal **debit** balance when it should have been set for a normal **credit** balance. While this does not usually cause a problem in the Accounting module, the balance may appear as a negative amount that will be subtracted from, rather than added to, the statement line. This is the most common problem encountered in setting up the parameters. If you have difficulty getting your statement to balance, you should check for this condition and switch an account from the top to the bottom of the parameters screen.

Adding Accounts to the Statement Parameters

The steps below walk you through adding an account to the statement parameters. Each line of the financial statement has a report account. This is the account you will use on the Statement Parameters screen to pull the accounts associated with the report account. The screen identifies the page number, line number, and column on the financial statement where the accounts will pull. For illustration purposes, we will be using report account 012.

1. Click **Statement Parameters** on the Used Car Generic Financial Statement menu. The Used Car Financial Statement Parameters screen appears.
2. In **Report Account**, type the report account number you want the account you are going to enter to combine with, and press ENTER. In our example, you would type 012. (You can also click **List** to select the report account from a list).
3. The screen displays the accounts set to pull with this account. The **Page/Line/Column** field identifies the page number, line number, and column on the financial statement where the information for this report account will pull.
4. Press ENTER to move to the next available field. Be sure to advance to the appropriate part of the screen. Remember, accounts entered in the **Pull Accounts** section will *add to* the total for the report line, and accounts entered in the **Cost Accounts** section will *subtract from* the total for the report line.
5. Type the account number for the account you want to add. In our example, you would type 012A.

The screenshot shows a software interface for setting statement parameters. At the top, there are two input fields: "Report Account:" containing "012" and "Page/Line/Column:" containing "301D". Below these is a section titled "Pull Accounts" which contains a list of account numbers. The first two entries are "012" and "012A", each preceded by a "+" sign. There are several empty input boxes following these, indicating a list of accounts to be pulled.

6. Click **Save** to file the information. In our example, the total of accounts 012 and 012A will print for report account 012 on page 3, line 01, column D on the financial statement.
7. Continue to enter the parameters.
8. When you are finished, click **Exit** to close the screen.

Tip: When you enter an account on the screen, you can click **GL Account Detail** to pull the general ledger detail for the account. The system scans the general ledger to pull the current data (both dollar amounts and memo counts where applicable) for all valid accounts set to pull for the selected report account. The system will print a report that lists each valid general ledger account amount and the totals that are pulled to the financial statement. The report should help you understand what amounts are showing on the financial statement. The report also gives pointers as to what to do if a discrepancy is found as well as where to edit memo amounts.

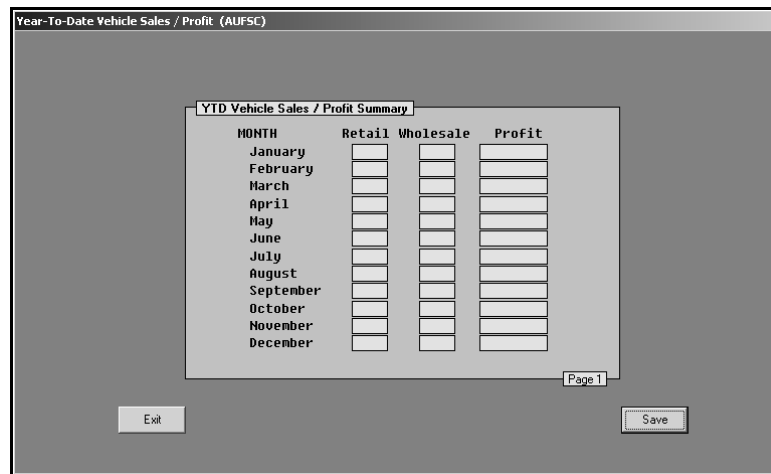
Once your parameters are set, you can generate financial statements. You may need to return to the statement parameters as you add accounts to and remove accounts from your general ledger. If you find that your financial statement does not display the correct information, a good place to start looking for the problem is on the Statement Parameters screen. Verify the correct accounts are entered for the correct report account and in the correct section on the screen.

Chapter 2 Entering Statistical Data and Compiling the Statement

Once your parameters are set, the system uses the parameters to pull statistical data to the financial statement. You must verify the data to ensure that you do not need to adjust the information. Once you verify the information is correct, you compile the financial statement.

Entering Statistical Data

First, you must verify the year-to-date sales and profit information that will print on page 1 of the financial statement. You use the Statistical Data option to view and adjust the information.



MONTH	Retail	Wholesale	Profit
January			
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

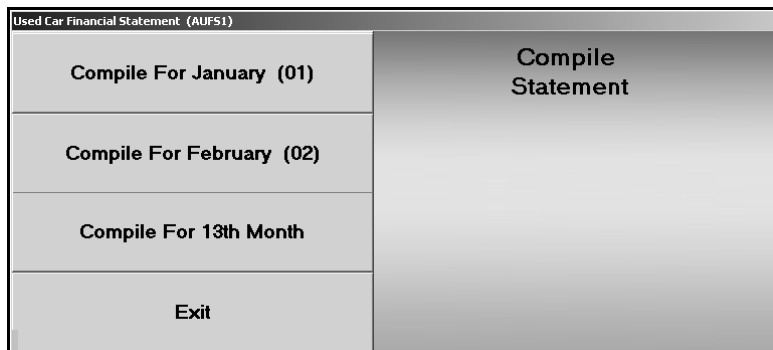
1. Click **Statistical Data** on the Used Car Generic Financial Statement menu. The Year-to-Date Vehicle Sales/Profit screen appears.
2. The profit for the compiled month automatically pulls to the screen. The unit sale counts for the month being compiled automatically pull in from the statement as it is compiled.
 - The retail unit counts pull from page 2, line 1 plus line 3.
 - The wholesale unit counts pull from page 2, line 5.
3. If you need to manually adjust the prior months' data, click in a field, and edit the information as needed.
4. Click **Save** to save the changes. The system will return you to the Used Car Generic Financial Statement menu. (If you do not need to make changes, click **Exit** to close the screen.)

Note: The data for February through December is deleted when you compile for January.

Compiling Statement Data

After you enter the statistical data, you compile the statement data. The statement is compiled from the data in your general ledger.

1. Click **Compile Statement** on the Used Car Generic Financial Statement menu. The Compile Statement menu appears.



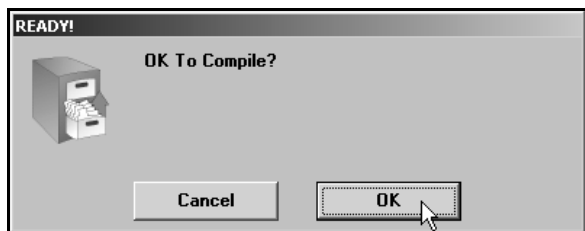
2. Select the compile option that best suits your needs. You have three options.

Compile For (Previous Month): Select this option if you have closed and updated the general ledger for the month. In this case, only use journal 09 entries to make adjustments into the previous month.

Compile For (Current Month): Select this option if you have **not** closed and updated the general ledger for the month. This option is usually the most convenient since it allows you to make adjustment entries in the current month and then print and analyze the statement **before** closing.

Compile For 13th Month: Select this option after year-end adjustments.

3. Click **OK** when prompted to verify you want to compile the statement.



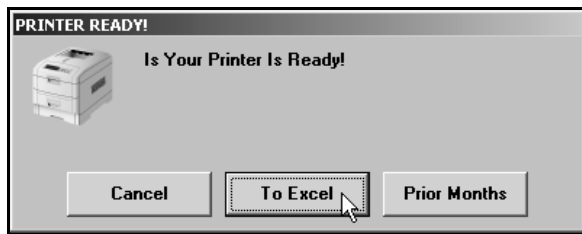
4. The system returns you to the Used Car Generic Financial Statement menu.

You can now print the financial statement and review the information.

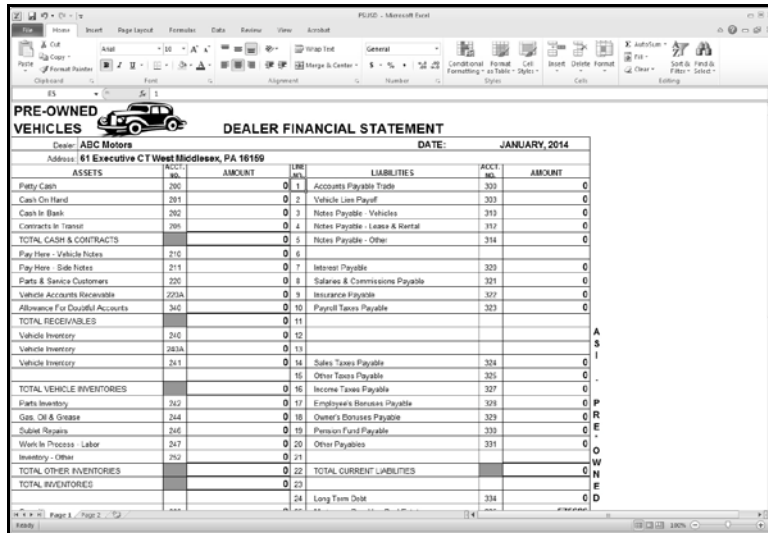
Chapter 3 Printing the Financial Statement

Printing the financial statement in Microsoft® Excel is the final step in the preparation of a monthly statement. The financial statement prints on standard 8.5”× 11” paper. If you want to print the financial statement on legal-size paper (8.5”× 14”), see “Printing on Legal-Size Paper” on page 14 to learn how to edit paper size.

1. Click **Print Statement** on the Used Car Generic Financial Statement menu.
2. Click **To Excel** when prompted to verify your printer is ready.

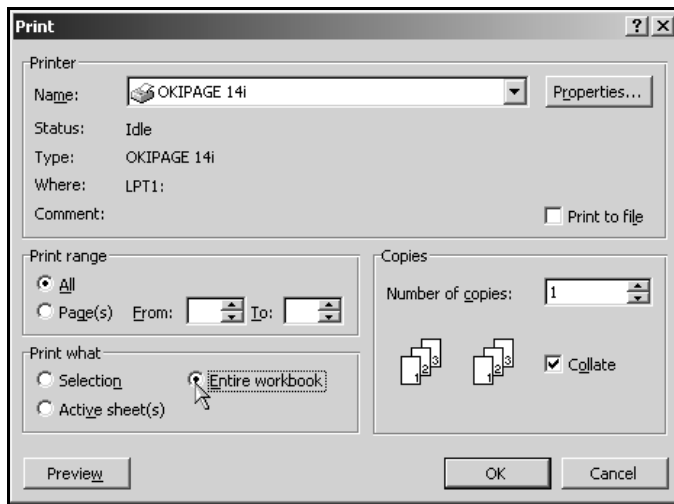


3. The financial statement opens in Microsoft Excel. Because of screen size restrictions, use the horizontal and vertical scroll bars to view portions of the spreadsheet that are not immediately visible.



4. Each franchise statement opens to page 1. To view the other pages of the statement, click the tabs on the bottom-left side of the screen.

5. From the **File** menu, select **Print**.
6. In the Print dialog, click to select **Entire Workbook**.



7. Verify there is a sufficient amount of paper in the printer, and click **OK**.
8. All franchise statements are set up to print one sheet per page. The speed at which the financial statement pages print is directly dependent upon the setup (network/local) of the laser printer.
9. To close the financial statement, click **File**, and select **Exit**.
10. If Microsoft Excel asks if you want to save the changes to "FSUSD.XLS" as you exit the program, click **Yes** to save the changes.

Printing on Legal-Size Paper

To print the statement pages on legal-size paper, you must edit the page setup for each page of the statement. Make sure the paper is the correct size.

1. From the **File** menu, select **Page Setup**.
2. The Page Setup dialog appears.
3. In the **Paper size** list, select **Legal**.
4. Click **OK** to accept the change.
5. Repeat steps 1-4 for each page of the statement.
6. Print the statement.

Accessing the Financial Statement

You can access the current financial statement by regenerating the financial statement in Autosoft DMS. You can also access financial statements for prior months. The system keeps the financial statement records for 12 months, so once you generate and print a financial statement, you can access it any time within the next 12 months.

Regenerating the Financial Statement

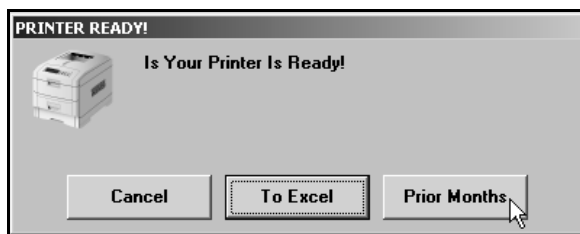
You can also access the financial statement by regenerating the statement using the financial statement option in Autosoft DMS. Simply follow the instructions presented in the preceding chapters to regenerate the statement. You can generate the statement any number of times.

If you make changes to the statement parameters or to the general ledger, you must recompile the statement before you can generate and view it in Microsoft Excel. If you do not recompile the statement, the statement will not reflect the changes.

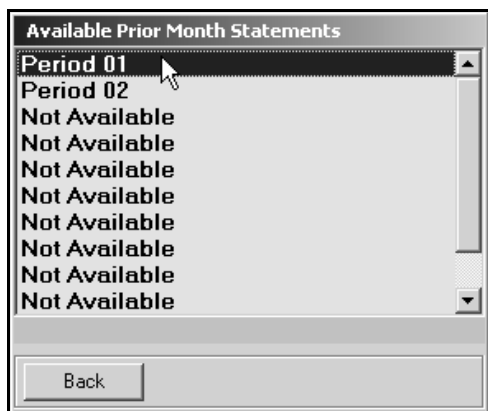
Accessing Prior Month Statements

You can access the financial statement any time **within one (1) year** to view and/or print it.

1. Click **Print Statement** on the Used Car Generic Financial Statement menu.
2. Click **Prior Months** when prompted to verify your printer is ready.



3. The Available Prior Month Statements list identifies all of the available financial statements. In the list, click to select the statement you want to view/print.



4. The financial statement opens in Microsoft Excel.

Modifying Files

It is possible to make modifications to the generated financial statement while it is open in Microsoft Excel. However, Autosoft strongly recommends that you use this file as it is intended to be used—which is to open the financial statement, view it, and print it.

Warning: Autosoft **will not support** operator modification of any type to the existing Microsoft Excel files. If changes need to be made, they must be made through Autosoft DMS (either through the statement parameters or through the general ledger).

Resolving Errors

This section identifies some of the common errors that appear while the financial statement is being compiled for viewing in Microsoft Excel. In addition to identifying the error, you will be able to understand what causes the error and how to fix the problem to prevent the error from appearing in the future.

Error: ActiveX component can't create object (429)
(This error may appear while generating the statement.)

Cause: Microsoft Excel 1995 (or newer) has not been installed.

Cure: Install Microsoft Excel. The current version of Microsoft Excel must be compatible with the current operating system.

Error: The "FRANCHISE" financial statement template was not found. This process will end.

Cause: The template used in processing the laser financial statement is not available.

Cure: Install the template for the corresponding franchise in the \AD\FS directory.

Error: Error: File Unavailable (6) (This error may appear when opening "franchise.tem.")

Cause: The financial statement was not compiled before attempting to print.

Cure: Compile the financial statement for the desired period.

Error: A document with the same name is already open.

Cause: Microsoft Excel only permits one file with the same name to be open at one time. If the file is already open, you will get an error.

Cure: Close the file and regenerate it.

Chapter 4 Checking the Financial Statement

There are some basic checks you can perform to ensure that your statement is correct. Try verifying the information suggested before calling Autosoft for assistance.

Check #1

The assets and liabilities should balance to each other. However, there may be a variance for rounding depending on your manufacture's recommendations.

Check #2

The net profit should be equal to the year-to-date profit on the trial balance. However, there may be a variance for rounding depending on your manufacture's recommendations. If this is not the case, print your statement and look for obvious discrepancies, such as negative amounts where there should not be, etc.

If there are no obvious discrepancies, print the Scan & Verify Parameters report (as described in Chapter 1) and check to ensure that all of the accounts are hitting the statement. If there is an account on the printout with an amount of money in it, you will need to research it. If an account does not have any hits ("0"), this means the account is not pulling to the financial statement parameters. If there are two or more hits, you will need to research this and take out all of the hits except one.

If the printout shows all zeros, you need to take the amount of money you are out of balance and divide it in half. Look for the divided amount on the year-to-date figures on your trial balance. You may be out of balance because more than one of your parameters are pulling wrong, which complicates the process of finding the problem. This means that one or more of your accounts may be pulling to the statement as a minus when they should be pulling as a plus (or vice versa). If this is the case, you can put the accounts in the proper place in the parameters and recompile your statement.

Check #3

It is also common to be out of balance if you compile and print the statement before the month has been closed and add entries in the current month but do not recompile the statement. To check this scenario, recompile the statement for the previous month, and then recompile the statement for the current month to see if this puts you back in balance.

Check #4

If anyone posts a prior month entry (journal 09), you must recompile the previous month's statement to bring the entry to the prior month and adjust the previous month's statement.

Check #5

If the month-to-date profits are on page 1, check the prior month's records to ensure they are the correct profits because some franchises do force balances, which will change the month-to-date profits. If you find one that is incorrect, make the appropriate changes in your statistical data, and recompile the statement.

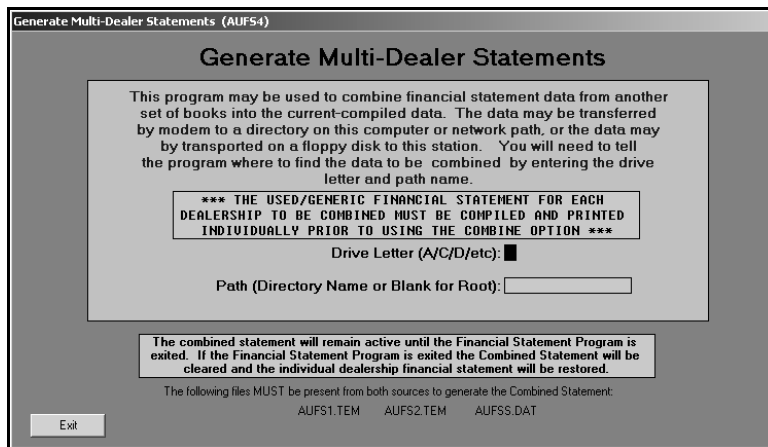
If you have multiple sets of books that you did not combine for the download, you should combine them next so you can print an in-house financial statement that reflects information for both books as needed. If you do not have multiple sets of books or if you combined the books before downloading, you are finished. Use the instructions in this manual every time you need to compile and print a financial statement.

Chapter 5 Combining Multiple Statements

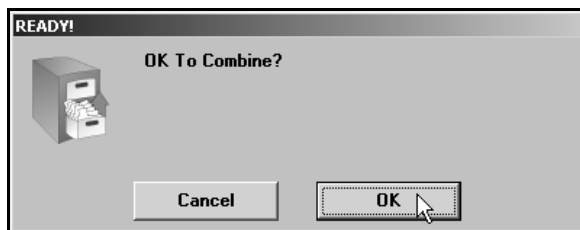
You can use the **Generate Multiple-Dealer Statement** button on the Used Car Generic Financial Statement menu to combine financial data from another set of books to the current compiled data. The data may be located on the computer's hard drive, a disk, or the network. Once you combine the books, you can print a combined financial statement.

Important: Always compile and print the financial statement for each set of books before combining them. Once you combine multiple sets of books, you will have to recompile the individual books again if you need to print a financial statement for a set of books.

1. Click **Generate Multiple-Dealer Statement** on the Used Car Generic Financial Statement menu. The Generate Multi-Dealer Statements screen appears.



2. Type the drive letter where the financial information you want to add is located.
3. In the **Path** field, type the name for the directory where the file is located, or leave this field blank if the information is stored in the root of the drive.
4. Press ENTER to continue.
5. Click **OK** when prompted to verify you want to combine the information.



6. When the system is finished compiling the information, it displays a message indicating you can print the data. Click **OK** to acknowledge the message.



7. The system returns you to the Used Car Generic Financial Statement menu.

The set of books is combined, and you can print the combined financial statement as needed.

Conclusion

This completes the instructions for preparing your financial statement. You should reference the manual each time you need to prepare a financial statement until you are comfortable with the procedures. When you experience any trouble while preparing the statement or have questions about the procedures, call the Autosoft Support Desk at (800) 473-4630 for assistance.

