

ClassCode Fast Map Guide

The following are helpful codes for mapping a dealer's Chart of Accounts.

Inventory

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
1	What is your primary vehicle inventory account?	Other Current Asset	129000 Dealer Inventory	Capitalized Inventory Expense	11	X		
				Inventory Acquired	70	X		
				Inventory Deleted	85		X	
				Inventory Sold	56		X	from sale
				UnContract Inventory Sold	66	X		from sale
				Inventory Transfer Out	76		X	
				Inventory Transfer In	77	X		
2	What is your make ready expense account?	Expense Account	410000 Make Ready Expense	Make Ready Expense	10	X		
3	What is your inventory clearing account?	Other Current Liability	230000 Inventory Clearing	Contract TradeIn	8	X		from sale
				Make Ready Expense	10		X	
				Capitalized Inventory Expense	11		X	
				UnContract TradeIn	38		X	from sale
				Inventory Acquired	70		X	
				Inventory Transfer In	77		X	
				Inventory Deleted	85	X		
				Contract TradeIn ACV	351	X		from sale
				UnContract TradeIn ACV	371		X	from sale
				C/O Loss Decrease - Collateral	10002	X		from accounts
				C/O Loss Increase	10003		X	from accounts
4	What is your Inventory Transfer Receivable Account?	Other Current Asset	103600 Transfer A/R Clearing	Inventory Transfer Out	76	X		
5	What is your Petty Cash account?	Other Current Asset	102000 Petty Cash	Money In	11021	X		
				Money Out	11025		X	
14	What is your Floor Plan liability Clearing Account?	Other Current Liability	230000 Inventory Clearing	Inventory Transfer To Floor	73		X	

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
				Floor Plan Interest Accrual	12020	X		
				Floor Plan Interest	12030		X	
				Floor Plan Interest Adjustment	12040	X		
15	What is your Floor Plan Interest Clearing Account?	Other Current Liability	230000 Inventory Clearing	Floor Plan Interest Adjustment	12040		X	
				Floor Plan Interest Accrual	12020		X	
16	What is your Floor Plan Fees Clearing Account?	Other Current Liability	230000 Inventory Clearing	Floor Plan Fees Expense	12010		X	
17	What is your Floor Plan Cost of Goods Sold Account?	Expense Account	411000 Floor Plan Cost of Goods Sold	Floor Plan Fees Expense	12010	X		
				Floor Plan Interest	12030	X		

Sales

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
1	What is your in house finance sales account?	Income Account	301010 In-House Finance Sales	Contract Auto Sales - InHouse	303		X	
				UnContract Auto Sales - InHouse	333	X		
2	What is your outside sales account?	Income Account	301011 Outside Finance Sales	Contract Auto Sales - Outside	304		X	
				UnContract Auto Sales - Outside	334	X		
3	What is your cash sales account?	Income Account	301012 Cash Sales	Contract Auto Sales - Cash	301		X	
				UnContract Auto Sales - Cash	331	X		
4	What is your wholesale sales account?	Income Account	301013 Wholesale Sales	Contract Auto Sales - WholeSale	302		X	
				UnContract Auto Sales - WholeSale	332	X		
5	What is your inventory sold cost of goods account?	Cost of Goods Sold	400000 Cost of Goods Sold	Inventory Sold	56	X		
				UnContract Inventory Sold	66		X	
6	What is your trade in allowance Cost of Goods Sold account?	Cost of Goods Sold	400000 Cost of Goods Sold	Contract TradeIn ACV	351		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
				Contract TradeIn Allowance	352	X		
				UnContract TradeIn ACV	371	X		
				UnContract TradeIn Allowance	372		X	
7	What is your trade payoff account?	Other Current Liability	230000 Inventory Clearing	Payoff TradeIns	55		X	
				UnContract Payoff TradeIns	65	X		
				Contract TradeIn Payoff	353		X	
				Contract TradeIn Cashback	354		X	
				UnContract TradeIn Payoff	373	X		
				UnContract TradeIn Cashback	374	X		
8	What is your trade in sales account?	Income Account	306000 Trade-Ins	Contract TradeIn	8		X	
				UnContract TradeIn	38	X		
				Payoff TradeIns	55	X		
				UnContract Payoff TradeIns	65		X	
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	Contract Sales - Other	6	X		
				UnContract Sales - Other	36		X	
				Def Sales Tax New	100		X	from accounts
				Def Sales Tax Delete	108	X		from accounts
				Def Sales Tax Advanced	111	X		from accounts
				Down Payment New	200		X	from accounts
				Down Pay Inc	203		X	from accounts
				Down Pay Del	208	X		from accounts
				Contract Auto Sales - Cash	301	X		
				Contract Auto Sales - WholeSale	302	X		
				Contract Auto Sales - InHouse	303	X		
				Contract Auto Sales - Outside	304	X		
				UnContract Auto Sales - Cash	331		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	UnContract Auto Sales - WholeSale	332		X	
				UnContract Auto Sales - InHouse	333		X	
				UnContract Auto Sales - Outside	334		X	
				Contract TradeIn Allowance	352		X	
				Contract TradeIn Payoff	353	X		
				Contract TradeIn Cashback	354	X		
				UnContract TradeIn Allowance	372	X		
				UnContract TradeIn Payoff	373		X	
				UnContract TradeIn Cashback	374		X	
				Contract - State Sales Tax	401	X		
				Contract - County Sales Tax	402	X		
				Contract - Inventory Tax	403	X		
				Contract - Business Tax	404	X		
				Contract - Service Contract Tax	405	X		
				Contract - Doc Stamp Tax	406	X		
				Contract - Privilege Tax	407	X		
				Contract - City Sales Tax	408	X		
				Contract - Transit Tax	409	X		
				Contract - Luxury Tax	410	X		
				Contract - Special District Tax	411	X		
				Contract - Motor Vehicle Tax	412	X		
				UnContract - State Sales Tax	451		X	
				UnContract - County Sales Tax	452		X	
				UnContract - Inventory Tax	453		X	
				UnContract - Business Tax	454		X	
				UnContract - Service Contract Tax	455		X	
				UnContract - Doc Stamp Tax	456		X	
				UnContract - Privilege Tax	457		X	
				UnContract - City Sales Tax	458		X	
				UnContract - Transit Tax	459		X	
				UnContract - Luxury Tax	460		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	UnContract - Special District Tax	461		X	
				UnContract - Motor Vehicle Tax	462		X	
				Contract - Document Fee	501	X		
				Contract - Title Fee	502	X		
				Contract - License Fee	503	X		
				Contract - Registration Fee	504	X		
				Contract - Inspection Fee	505	X		
				Contract - Other Fee	506	X		
				Contract - Tire Fee	507	X		
				Contract - Pre-Delivery Service Fee	508	X		
				Contract - Property Assessment Fee	509	X		
				Contract - Temporary Permit Fee	510	X		
				Contract - Lien Fee	511	X		
				Contract - Dealer Admin Fee	512	X		
				Contract - Trauma Care Fee	513	X		
				Contract - Pollution Control Fee	514	X		
				Contract - Theft Device Fee	515	X		
				Contract - Surface Product Fee	516	X		
				Contract - Electronic Filing Fee	517	X		
				Contract - Compliance Fee	518	X		
				Contract - Contract Cancellation Fee	519	X		
				Contract - Debt Cancellation Fee	520	X		
				Contract - Mail-In Filing Fee	521	X		
				Contract - Carrier Class Fee	522	X		
				Contract - Freight Charge	523	X		
				Contract - Smog Certificate Fee	524	X		
				Contract - Smog Exemption Fee	525	X		
				Contract - Messenger Fee	526	X		

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	Contract - Notary Fee	527	X		
				Contract - County Local Use Fee	528	X		
				Contract - Wheelage Tax	529	X		
				Contract - Public Safety Vehicle Fee	530	X		
				Contract - Transfer Tax	531	X		
				Contract - Filing Fee	532	X		
				Contract - Plate Transfer Fee	533	X		
				Contract - Deputy Service Fee	534	X		
				Contract - Transit Tax	535	X		
				Contract - Private Tag Agency Fee	536	X		
				Contract - Uninsured Motorist Fee	537	X		
				Contract - Transportation Fee	538	X		
				Contract - Supplemental Title Fee	539	X		
				Contract - Service Fee	540	X		
				Contract - Dealer Reassignment Fee	541	X		
				UnContract - Document Fee	551		X	
				UnContract - Title Fee	552		X	
				UnContract - License Fee	553		X	
				UnContract - Registration Fee	554		X	
				UnContract - Inspection Fee	555		X	
				UnContract - Other Fee	556		X	
				UnContract - Tire Fee	557		X	
				UnContract - Pre-Delivery Service Fee	558		X	
				UnContract - Property Assessment Fee	559		X	
				UnContract - Temporary Permit Fee	560		X	
				UnContract - Lien Fee	561		X	
				UnContract - Dealer Admin Fee	562		X	
				UnContract - Trauma Care Fee	563		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	UnContract - Pollution Control Fee	564		X	
				UnContract - Theft Device Fee	565		X	
				UnContract - Surface Product Fee	566		X	
				UnContract - Electronic Filing Fee	567		X	
				UnContract - Compliance Fee	568		X	
				UnContract - Contract Cancellation Fee	569		X	
				UnContract - Debt Cancellation Fee	570		X	
				UnContract - Mail-In Filing Fee	571		X	
				UnContract - Carrier Class Fee	572		X	
				UnContract - Freight Charge	573		X	
				UnContract - Smog Certificate Fee	574		X	
				UnContract - Smog Exemption Fee	575		X	
				UnContract - Messenger Fee	576		X	
				UnContract - Notary Fee	577		X	
				UnContract - County Local Use Fee	578		X	
				UnContract - Wheelage Tax	579		X	
				UnContract - Public Safety Vehicle Fee	580		X	
				UnContract - Transfer Tax	581		X	
				UnContract - Filing Fee	582		X	
				UnContract - Plate Transfer Fee	583		X	
				UnContract - Deputy Service Fee	584		X	
				UnContract - Transit Tax	585		X	
				UnContract - Private Tag Agency Fee	586		X	
				UnContract - Uninsured Motorist Fee	587		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	UnContract - Transportation Fee	588		X	
				UnContract - Supplemental Title Fee	589		X	
				UnContract - Service Fee	590		X	
				UnContract - Dealer Reassignment Fee	591		X	
				Contract - Service Contract	601	X		
				Contract - Credit Life	602	X		
				Contract - Credit Disability	603	X		
				Contract - Unemployment Ins	604	X		
				Contract - GAP	605	X		
				Contract - Property Insurance	606	X		
				Contract - Optional VSI	607	X		
				Contract - Road Hazard	608	X		
				Contract - Theft Deterrent	609	X		
				Contract - Warranty	610	X		
				Contract - Debt Cancellation	611	X		
				Contract - Tire and Wheel	612	X		
				Contract - GPS	613	X		
				Contract - Surface Protection	614	X		
				Contract - Window Etch	615	X		
				Contract - Maintenance	616	X		
				Contract - Limited Warranty	617	X		
				Contract - Rust Proofing	618	X		
				Contract - Dent and Ding	619	X		
				Contract - Windshield Protection	620	X		
				Contract - Key Replacement	621	X		
				Contract - Road Side Assistance	622	X		
				UnContract - Service Contract	651		X	
				UnContract - Credit Life	652		X	
				UnContract - Credit Disability	653		X	
				UnContract - Unemployment Ins	654		X	
				UnContract - GAP	655		X	
				UnContract - Property Insurance	656		X	
				UnContract - Optional VSI	657		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your contract clearing account?	Other Current Asset	103500 Contract A/R Clearing	UnContract - Road Hazard	658		X	
				UnContract - Theft Deterrent	659		X	
				UnContract - Warranty	660		X	
				UnContract - Debt Cancellation	661		X	
				UnContract - Tire and Wheel	662		X	
				UnContract - GPS	663		X	
				UnContract - Surface Protection	664		X	
				UnContract - Window Etch	665		X	
				UnContract - Maintenance	666		X	
				UnContract - Limited Warranty	667		X	
				UnContract - Rust Proofing	668		X	
				UnContract - Dent and Ding	669		X	
				UnContract - Windshield Protection	670		X	
				UnContract - Key Replacement	671		X	
				UnContract - Road Side Assistance	672		X	
				Contract- Accessories	808	X		
				Uncontract- Accessories	809		X	
				Prin New	1000		X	from accounts
				Prin Delete	1008	X		from accounts
				UnContract - Driver Education Fee	5500		X	
				UnContract - Convenience Fee	5509		X	
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	Cost Of Add-On Products	52		X	
				Sales Tax And Fees	53		X	
				UnContract Sales Tax And Fees	63	X		
				Def Sales Tax New Liability	120	X		Add
				Def Sales Tax Accrual	121		X	Add
				Def Sales Tax Delete Liability	125	X		Add

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	Def Sales Tax Delete Liability	128		X	Add
				Def Sales Tax Advanced Accrual	131		X	Add
				Contract - State Sales Tax	401		X	
				Contract - County Sales Tax	402		X	
				Contract - Inventory Tax	403		X	
				Contract - Business Tax	404		X	
				Contract - Service Contract Tax	405		X	
				Contract - Doc Stamp Tax	406		X	
				Contract - Privilege Tax	407		X	
				Contract - City Sales Tax	408		X	
				Contract - Transit Tax	409		X	
				Contract - Luxury Tax	410		X	
				Contract - Special District Tax	411		X	
				Contract-Motor Vehicle Tax	412		X	
				UnContract Cost Of Add-On Products	62	X		
				UnContract - State Sales Tax	451	X		
				UnContract - County Sales Tax	452	X		
				UnContract - Inventory Tax	453	X		
				UnContract - Business Tax	454	X		
				UnContract - Service Contract Tax	455	X		
				UnContract - Doc Stamp Tax	456	X		
				UnContract - Privilege Tax	457	X		
				UnContract - City Sales Tax	458	X		
				UnContract - Transit Tax	459	X		
				UnContract - Luxury Tax	460	X		
				UnContract - Special District Tax	461	X		
				UnContract - Motor Vehicle Tax	462	X		
				Contract - Document Fee	501		X	
				Contract - Title Fee	502		X	
				Contract - License Fee	503		X	
				Contract - Registration Fee	504		X	
				Contract - Inspection Fee	505		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	Contract - Other Fee	506		X	
				Contract - Tire Fee	507		X	
				Contract - Pre-Delivery Service Fee	508		X	
				Contract - Property Assessment Fee	509		X	
				Contract - Temporary Permit Fee	510		X	
				Contract - Lien Fee	511		X	
				Contract - Dealer Admin Fee	512		X	
				Contract - Trauma Care Fee	513		X	
				Contract - Pollution Control Fee	514		X	
				Contract - Theft Device Fee	515		X	
				Contract - Surface Product Fee	516		X	
				Contract - Electronic Filing Fee	517		X	
				Contract - Compliance Fee	518		X	
				Contract - Contract Cancellation Fee	519		X	
				Contract - Debt Cancellation Fee	520		X	
				Contract - Mail-In Filing Fee	521		X	
				Contract - Carrier Class Fee	522		X	
				Contract - Freight Charge	523		X	
				Contract - Smog Certificate Fee	524		X	
				Contract - Smog Exemption Fee	525		X	
				Contract - Messenger Fee	526		X	
				Contract - Notary Fee	527		X	
				Contract - County Local Use Fee	528		X	
				Contract - Wheelage Tax	529		X	
				Contract - Public Safety Vehicle Fee	530		X	
				Contract - Transfer Tax	531		X	
				Contract - Filing Fee	532		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	Contract - Plate Transfer Fee	533		X	
				Contract - Deputy Service Fee	534		X	
				Contract - Transit Tax	535		X	
				Contract - Private Tag Agency Fee	536		X	
				Contract - Uninsured Motorist Fee	537		X	
				Contract - Transport Fee	538		X	
				Contract - Supplemental Title Fee	539		X	
				Contract - Service Fee	540		X	
				Contract - Dealer Reassignment Fee	541		X	
				UnContract - Document Fee	551	X		
				UnContract - Title Fee	552	X		
				UnContract - License Fee	553	X		
				UnContract - Registration Fee	554	X		
				UnContract - Inspection Fee	555	X		
				UnContract - Other Fee	556	X		
				UnContract - Tire Fee	557	X		
				UnContract - Pre-Delivery Service Fee	558	X		
				UnContract - Property Assessment Fee	559	X		
				UnContract - Temporary Permit Fee	560	X		
				UnContract - Lien Fee	561	X		
				UnContract - Dealer Admin Fee	562	X		
				UnContract - Trauma Care Fee	563	X		
				UnContract - Pollution Control Fee	564	X		
				UnContract - Theft Device Fee	565	X		
				UnContract - Surface Product Fee	566	X		
				UnContract - Electronic Filing Fee	567	X		
				UnContract - Compliance Fee	568	X		

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	UnContract - Contract Cancellation Fee	569	X		
				UnContract - Debt Cancellation Fee	570	X		
				UnContract - Mail-In Filing Fee	571	X		
				UnContract - Carrier Class Fee	572	X		
				UnContract - Freight Charge	573	X		
				UnContract - Smog Certificate Fee	574	X		
				UnContract - Smog Exemption Fee	575	X		
				UnContract - Messenger Fee	576	X		
				UnContract - Notary Fee	577	X		
				UnContract - County Local Use Fee	578	X		
				UnContract - Wheelage Tax	579	X		
				UnContract - Public Safety Vehicle Fee	580	X		
				UnContract - Transfer Tax	581	X		
				UnContract - Filing Fee	582	X		
				UnContract - Plate Transfer Fee	583	X		
				UnContract - Deputy Service Fee	584	X		
				UnContract - Transit Tax	585	X		
				UnContract - Private Tag Agency Fee	586	X		
				UnContract - Uninsured Motorist Fee	587	X		
				UnContract - Transportation Fee	588	X		
				UnContract - Supplemental Title Fee	589	X		
				UnContract - Service Fee	590	X		
				UnContract - Dealer Reassignment Fee	591	X		
				Contract - COG Service Contract	701		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	Contract - COG Credit Life	702		X	
				Contract - COG Credit Disability	703		X	
				Contract - COG Unemployment Ins	704		X	
				Contract - COG GAP	705		X	
				Contract - COG Property Insurance	706		X	
				Contract - COG Optional VSI	707		X	
				Contract - COG Road Hazard	708		X	
				Contract - COG Theft Deterrent	709		X	
				Contract - COG Warranty	710		X	
				Contract - COG Debt Cancellation	711		X	
				Contract - COG Tire and Wheel	712		X	
				Contract - COG GPS	713		X	
				Contract - COG Surface Protection	714		X	
				Contract - COG Window Etch	715		X	
				Contract - COG Maintenance	716		X	
				Contract - COG Limited Warranty	717		X	
				Contract - COG Rust Proofing	718		X	
				Contract - COG Dent and Ding	719		X	
				Contract - COG Windshield Protection	720		X	
				Contract - COG Key Replacement	721		X	
				Contract - COG Roadside Assistance	722		X	
				UnContract - COG Service Contract	751	X		
				UnContract - COG Credit Life	752	X		
				UnContract - COG Credit Disability	753	X		
				UnContract - COG Unemployment Ins	754	X		

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
10	What is your sales liability clearing account?	Other Current Liability	202100 Sales Liabilities	UnContract - COG GAP	755	X		
				UnContract - COG Property Insurance	756	X		
				UnContract - COG Optional VSI	757	X		
				UnContract - COG Road Hazard	758	X		
				UnContract - COG Theft Deterrent	759	X		
				UnContract - COG Warranty	760	X		
				UnContract - COG Debt Cancellation	761	X		
				UnContract - COG Tire and Wheel	762	X		
				UnContract - COG GPS	763	X		
				UnContract - COG Surface Protection	764	X		
				UnContract - COG Window Etch	765	X		
				UnContract - COG Maintenance	766	X		
				UnContract - COG Limited Warranty	767	X		
				UnContract - COG Rust Proofing	768	X		
				UnContract - COG Dent and Ding	769	X		
				UnContract - COG Windshield Protection	770	X		
				UnContract - COG Key Replacement	771	X		
				UnContract - COG Roadside Assistance	772	X		
				Contract -COGS Accessories	908		X	
				Uncontract- COGS Accessories	909	X		
				Contract - Driver Education Fee	5000		X	
				Contract - Convenience Fee	5009		X	

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
				UnContract - Driver Education Fee	5500	X		
				UnContract - Convenience Fee	5509	X		
11	What is your add on sales account?	Income Account	307000 Sales Add-On Products	Contract Sales - Other	6		X	
				UnContract Sales - Other	36	X		
				Contract - Service Contract	601		X	
				Contract - Credit Life	602		X	
				Contract - Credit Disability	603		X	
				Contract - Unemployment Ins	604		X	
				Contract - GAP	605		X	
				Contract - Property Insurance	606		X	
				Contract - Optional VSI	607		X	
				Contract - Road Hazard	608		X	
				Contract - Theft Deterrent	609		X	
				Contract - Warranty	610		X	
				Contract - Debt Cancellation	611		X	
				Contract - Tire and Wheel	612		X	
				Contract - GPS	613		X	
				Contract - Surface Protection	614		X	
				Contract - Window Etch	615		X	
				Contract - Maintenance	616		X	
				Contract - Limited Warranty	617		X	
				Contract - Rust Proofing	618		X	
				Contract - Dent and Ding	619		X	
				Contract - Windshield Protection	620		X	
				Contract - Key Replacement	621		X	
				Contract - Road Side Assistance	622		X	
				UnContract - Service Contract	651	X		
				UnContract - Credit Life	652	X		
				UnContract - Credit Disability	653	X		
				UnContract - Unemployment Ins	654	X		
				UnContract - GAP	655	X		
				UnContract - Property Insurance	656	X		
				UnContract - Optional VSI	657	X		

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	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
11	What is your add on sales account?	Income Account	307000 Sales Add-On Products	UnContract - Road Hazard	658	X		
				UnContract - Theft Deterrent	659	X		
				UnContract - Warranty	660	X		
				UnContract - Debt Cancellation	661	X		
				UnContract - Tire and Wheel	662	X		
				UnContract - GPS	663	X		
				UnContract - Surface Protection	664	X		
				UnContract - Window Etch	665	X		
				UnContract - Maintenance	666	X		
				UnContract - Limited Warranty	667	X		
				UnContract - Rust Proofing	668	X		
				UnContract - Dent and Ding	669	X		
				UnContract - Windshield Protection	670	X		
				UnContract - Key Replacement	671	X		
				UnContract - Road Side Assistance	672	X		
				Contract- Accessories	808		X	
				Uncontract- Accessories	809	X		
12	What is your cost of sales account for add on products?	Cost of Goods Sold	417000 Cost Of Add-On Products	Cost Of Add-On Products	52	X		
				UnContract Cost Of Add-On Products	62		X	
				Contract - COG Service Contract	701	X		
				Contract - COG Credit Life	702	X		
				Contract - COG Credit Disability	703	X		
				Contract - COG Unemployment Ins	704	X		
				Contract - COG GAP	705	X		
				Contract - COG Property Insurance	706	X		
				Contract - COG Optional VSI	707	X		

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
12	What is your cost of sales account for add on products?	Cost of Goods Sold	417000 Cost Of Add-On Products	Contract - COG Road Hazard	708	X		
				Contract - COG Theft Deterrent	709	X		
				Contract - COG Warranty	710	X		
				Contract - COG Debt Cancellation	711	X		
				Contract - COG Tire and Wheel	712	X		
				Contract - COG GPS	713	X		
				Contract - COG Surface Protection	714	X		
				Contract - COG Window Etch	715	X		
				Contract - COG Maintenance	716	X		
				Contract - COG Limited Warranty	717	X		
				Contract - COG Rust Proofing	718	X		
				Contract - COG Dent and Ding	719	X		
				Contract - COG Windshield Protection	720	X		
				Contract - COG Key Replacement	721	X		
				Contract - Road Side Assistance	722	X		
				UnContract - COG Service Contract	751		X	
				UnContract - COG Credit Life	752		X	
				UnContract - COG Credit Disability	753		X	
				UnContract - COG Unemployment Ins	754		X	
				UnContract - COG GAP	755		X	
				UnContract - COG Property Insurance	756		X	
				UnContract - COG Optional VSI	757		X	
				UnContract - COG Road Hazard	758		X	

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
12	What is your cost of sales account for add on products?	Cost of Goods Sold	417000 Cost Of Add-On Products	UnContract - COG Theft Deterrent	759		X	
				UnContract - COG Warranty	760		X	
				UnContract - COG Debt Cancellation	761		X	
				UnContract - COG Tire and Wheel	762		X	
				UnContract - COG GPS	763		X	
				UnContract - COG Surface Protection	764		X	
				UnContract - COG Window Etch	765		X	
				UnContract - COG Maintenance	766		X	
				UnContract - COG Limited Warranty	767		X	
				UnContract - COG Rust Proofing	768		X	
				UnContract - COG Dent and Ding	769		X	
				UnContract - COG Windshield Protection	770		X	
				UnContract - COG Key Replacement	771		X	
				UnContract - Road Side Assistance	772		X	
				Contract -COGS Accessories	908	X		
13	What is your sales taxes and fees cost of goods account?	Cost of Goods Sold	415000 Tags/Title/License	Uncontract- COGS Accessories	909		X	
				Sales Tax And Fees	53	X		
				UnContract Sales Tax And Fees	63		X	

Accounts

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
1	What is your deferred sales tax receivable account?	Other Current Asset	105500 A/R Deferred Sales Tax	Def Sales Tax New	100	X		
				Def Sales Tax Col	101		X	
				Def Sales Tax Dec	102		X	
				Def Sales Tax Inc	103	X		
				Def Sales Tax Col Rev	105	X		
				Def Sales Tax Tran Out	106		X	
				Def Sales Tax Tran In	107	X		
				Def Sales Tax Delete	108		X	
				Def Sales Tax Advanced	111		X	
2	What is your sales tax payable clearing account?	Other Current Liability	227000 Deferred Sales Tax	Def Sales Tax Dec	102	X		Add
				Def Sales Tax Inc	103		X	Add
				Def Sales Tax New Liability	120		X	
				Def Sales Tax Accrual	121	X		If deferred sales tax is transferred to the RFC then this will be
				Def Sales Tax Liability Tran Out	122	X		Used if a dealer wants to transfer the liability to the RFC
				Def Sales Tax Liability Tran In	123		X	Used if a dealer wants to transfer the liability to the RFC
				Def Sales Tax Accrual Rev	125		X	Add
				Def Sales Tax Delete Liability	128	X		Add
				Def Sales Tax Advanced Accrual	131	X		Add

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
3	What is your cash clearing account?	Other Current Asset	103000 Undeposited Funds	Def Sales Tax Col	101	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Def Sales Tax Col Rev	105		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Down Pay Col	201	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Down Pay Dec	202	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
3	What is your cash clearing account?	Other Current Asset	103000 Undeposited Funds	Down Col Rev	205		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Prin Col	1001	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Prin Col Rev	1005		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Prin Nonearning Col	1021	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
3	What is your cash clearing account?	Other Current Asset	103000 Undeposited Funds	Prin Nonearning Col Rev	1025		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Interest Col	4001	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Accrued Interest Inc	4003		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Interest Col Rev	4005		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
3	What is your cash clearing account?	Other Current Asset	103000 Undeposited Funds	Late Fees Col	8001	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Late Fees Col Rev	8005		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Misc Fee Col	9001	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Misc Fees Col Rev	9005		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
3	What is your cash clearing account?	Other Current Asset	103000 Undeposited Funds	Convenience Fee Col	9011	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Convenience Fees Col Rev	9015		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				C/O Loss Recovery - Collected	10001	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				C/O Loss Recovery Col Rev	10005		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
3	What is your cash clearing account?	Other Current Asset	103000 Undeposited Funds	Deposit Col	11011	X		N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
				Deposit Rev	11015		X	N/A if Payment Method accounting is used. Use this account to default Payment Method Tab
4	What is your down payment receivable account?	Other Current Asset	105100 A/R Down Payments	Down Payment New	200	X		
				Down Pay Col	201		X	
				Down Pay Dec	202		X	
				Down Pay Inc	203	X		
				Down Col Rev	205	X		
				Down Pay Tran Out	206		X	
				Down Pay Tran In	207	X		
				Down Pay Delete	208		X	
5	What is your notes receivable principal account?	Other Current Asset	105000 A/R Principal	Prin New	1000	X		
				Prin Col	1001		X	
				Prin Dec	1002		X	
				Prin Inc	1003	X		
				Prin Discount	1004		X	
				Prin Col Rev	1005	X		
				Prin Tran Out	1006		X	
				Prin Tran In	1007	X		

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
				Prin Delete	1008		X	
				Prin Discount Rev	1009	X		
				Discount New	1030	X		
				Discount Tran Out	1036		X	
				Discount Tran In	1037	X		
6	What is your receivable non earning principal account?	Other Current Asset	105200 A/R Non Earning Principal	Prin Nonearning Col	1021		X	
				Prin Nonearning Dec	1022		X	
				Prin Nonearning Inc	1023	X		
				Prin Nonearning Col Rev	1025	X		
				Prin Nonearning Tran Out	1026		X	
				Prin Nonearning Tran In	1027	X		
				Prin Nonearning Delete	1028		X	
7	What is your notes receivable accrued Interest account?	Other Current Asset	106000 A/R Accrued Interest	Interest Col	4001		X	
				Interest Dec	4002		X	
				Accrued Interest Inc	4003	X		
				Interest Earn	4004	X		
				Interest Col Rev	4005	X		
				Interest Tran Out	4006		X	
				Interest Tran In	4007	X		
				Accrued Interest Delete	4008		X	
				Accrued Interest Rebate	4009		X	
				Unearned Interest Accrual	4014	X		
				Accrued Interest Rebate Rev	4023	X		
				Oth Int Earn	7004	X		
8	What is your notes receivable earned interest account?	Other Current Asset	107000 A/R Interest	Unearned Interest New	4010	X		
				Unearned Interest Dec	4012		X	
				Unearned Interest Inc	4013	X		
				Unearned Interest Accrual	4014		X	
				Unearned Interest Tran In	4017	X		
				Unearned Interest Delete	4018		X	
				Unearned Interest Rebate	4019		X	
				Unearned Interest Rebate Rev	4033	X		
9	What is your unearned interest account?	Other Current Liability	250000 Unearned Interest	Unearned Interest New	4010		X	

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
9	What is your unearned interest account?	Other Current Liability	250000 Unearned Interest	Unearned Interest Dec	4012	X		
				Unearned Interest Inc	4013		X	
				Unearned Interest Accrual	4014	X		
				Unearned Interest Tran Out	4016	X		
				Unearned Interest Tran In	4017		X	
				Unearned Interest Delete	4018	X		
				Unearned Interest Rebate	4019	X		
				Unearned Interest Rebate Rev	4033		X	
10	What is your interest income account?	Income Account	302000 Interest Income	Interest Dec	4002	X		
				Accrued Interest Inc	4003		X	
				Interest Earn	4004		X	
				Unearned Interest Accrual	4014		X	
				Accrued Interest Rebate Rev	4023		X	
				Oth Int Earn	7004		X	
11	What is your late fee receivable account?	Other Current Asset	105400 A/R Late Fees Due	Late Fee Assessed	8000	X		
				Late Fees Col	8001		X	
				Late Fees Dec	8002		X	
				Late Fees Inc	8003	X		
				Late Fees Col Rev	8005	X		
				Late Fee Tran Out	8006		X	
				Late Fee Tran In	8007	X		
				Late Fee Delete	8008		X	
12	What is your miscellaneous fee receivable account?	Other Current Asset	105300 A/R Misc Fees Due	Misc Fee Col	9001		X	
				Misc Fees Dec	9002		X	
				Misc Fees Inc	9003	X		
				Misc Fees Col Rev	9005	X		
				Misc Fee Tran Out	9006		X	
				Misc Fee Tran In	9007	X		
				Misc Fee Delete	9008		X	
				Convenience Fee Col	9011		X	
				Convenience Fees Dec	9012		X	
				Convenience Fees Inc	9013	X		
				Convenience Fee Tran Out	9016		X	
				Convenience Fee Tran In	9017	X		

ClassCode Fast Map Guide

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
				Convenience Fee Delete	9018		X	
13	What is your late fee income account?	Income Account	303000 Late Fee Income	Late Fee Assessed	8000		X	
				Late Fees Inc	8003		X	
14	What is your miscellaneous fees income account?	Income Account	305000 Misc Fee Income	Misc Fees Inc	9003		X	
				Misc Fee Delete	9008	X		
				Convenience Fees Inc	9013		X	
				Convenience Fees Col Rev	9015	X		
				Convenience Fee Delete	9018	X		
15	What is your principal write down account?	Expense Account	450010 Discounted Prin	Prin Dec	1002	X		
				Prin Inc	1003		X	
				Prin Discount Rev	1009		X	
				Prin Nonearning Dec	1022	X		
				Prin Nonearning Inc	1023		X	
				Prin Nonearning Delete	1028	X		
16	What is your interest write down account?	Expense Account	451000 Interest Adjustment	Accrued Interest Delete	4008	X		
				Accrued Interest Inc	4003		X	
				Accrued Interest Rebate	4009	X		
17	What is your late fee write down account?	Expense Account	452000 Late Fee Adjustment	Late Fees Dec	8002	X		
				Late Fee Delete	8008	X		
18	What is your miscellaneous fee write down account?	Other Expense	453000 Misc Fee Adjustment	Misc Fees Dec	9002	X		
				Convenience Fees Dec	9012	X		
19	What is your intercompany transfer clearing account?	Other Current Asset	103600 Transfer A/R Clearing	Def Sales Tax Tran Out	106	X		
				Def Sales Tax Tran In	107		X	
				Down Pay Tran Out	206	X		
				Down Pay Tran In	207		X	
				Prin Tran Out	1006	X		
				Prin Tran In	1007		X	
				Prin Nonearning Tran Out	1026	X		
				Prin Nonearning Tran In	1027		X	
				Interest Tran Out	4006	X		

	Account Usage Questions	Suggested Account Type	Account Selected	ClassCode Description	ClassCode Affected	Debit	Credit	Note
19	What is your intercompany transfer clearing account?	Other Current Asset	103600 Transfer A/R Clearing	Interest Tran In	4007		X	
				Unearned Interest Tran Out	4016		X	
				Late Fee Tran Out	8006	X		
				Late Fee Tran In	8007		X	
				Misc Fee Tran Out	9006	X		
				Misc Fee Tran In	9007		X	
				Convenience Fee Tran Out	9016	X		
				Convenience Fee Tran In	9017		X	
20	What is your charge off account?	Other Expense	460000 Adjustments/Losses A/R	C/O Loss Recovery - Collected	10001		X	
				C/O Loss Decrease - Collateral	10002		X	
				C/O Loss Increase	10003	X		
				C/O Loss Recovery Col Rev	10005	X		
				Discount Tran Out	1036	X		
21	What is your customer deposit account?	Other Current Liability	203000 Customer Deposit	Deposit Collected	11011		X	
				Deposit Dec	11012	X		
				Deposit Inc	11013		X	
				Deposit Rev	11015	X		
22	What is your unearned discount account?	Other Current Liability	260000 Unearned Discount	Prin Discount	1004	X		
				Discount New	1030		X	
				Discount Tran In	1037		X	
				Discount Col	1031	X		
				Discount Dec	1032	X		
				Discount Inc	1033		X	
				Discount Rev	1035		X	
23	What is your loan discount income account?	Income	302500 Discount Earned	Discount Col	1031		X	
				Discount Dec	1032		X	
				Discount Inc	1033	X		
				Discount Rev	1035	X		

Standard Chart of Accounts

Account Type	Account Number	Account Name	Account Description	Parent Account	Account Number and Name
Other Current Asset	102000	Petty Cash	Petty Cash	-	102000 Petty Cash
Other Current Asset	103000	Undeposited Funds	Undeposited Funds	-	103000 Undeposited Funds
Other Current Asset	103500	Contract A/R Clearing	Contract A/R Clearing	-	103500 Contract A/R Clearing
Other Current Asset	103600	Transfer A/R Clearing	Transfer A/R Clearing	-	103600 Transfer A/R Clearing
Other Current Asset	104000	Notes Receivable	Notes Receivable	-	104000 Notes Receivable
Other Current Asset	105000	A/R Principal	A/R Principal	Notes Receivable	105000 A/R Principal
Other Current Asset	105100	A/R Down Payments	A/R Down Payments	Notes Receivable	105100 A/R Down Payments
Other Current Asset	105200	A/R Non Earning Principal	A/R Non Earning Principal	Notes Receivable	105200 A/R Non Earning Principal
Other Current Asset	105300	A/R Misc Fees Due	A/R Misc Fees Due	Notes Receivable	105300 A/R Misc Fees Due
Other Current Asset	105400	A/R Late Fees Due	A/R Late Fees Due	Notes Receivable	105400 A/R Late Fees Due
Other Current Asset	105500	A/R Deferred Sales Tax	A/R Deferred Sales Tax	Notes Receivable	105500 A/R Deferred Sales Tax
Other Current Asset	106000	A/R Accrued Interest	A/R Accrued Interest	Notes Receivable	106000 A/R Accrued Interest
Other Current Asset	107000	A/R Interest	A/R Interest	Notes Receivable	107000 A/R Interest
Other Current Asset	110000	Contracts In Transit	Contracts In Transit	-	110000 Contracts In Transit
Other Current Asset	110010	Retail Contracts In Transit	Retail Contracts In Transit	Contracts In Transit	110010 Retail Contracts In Transit
Other Current Asset	110020	Wholesale Contracts In Transit	Wholesale Contracts In Transit	Contracts In Transit	110020 Wholesale Contracts In Transit
Other Current Asset	129000	Dealer Inventory	Dealer Inventory	-	129000 Dealer Inventory
Other Current Asset	129500	Inventory Improvements	Inventory Improvements	Dealer Inventory	129500 Inventory Improvements
Accounts Payable	202000	Accounts Payable	Accounts Payable	-	202000 Accounts Payable
Other Current Liability	202100	Sales Liabilities	Sales Liabilities	-	202100 Sales Liabilities
Other Current Liability	203000	Customer Deposit	Customer Deposit	-	203000 Customer Deposit
Other Current Liability	226000	Sales Tax Payable	Sales Tax Payable	-	226000 Sales Tax Payable
Other Current Liability	227000	Deferred Sales Tax	Deferred Sales Tax	-	227000 Deferred Sales Tax
Other Current Liability	230000	Inventory Clearing	Inventory Clearing	-	230000 Inventory Clearing
Other Current Liability	232000	Trade In Payoff To Others	Trade In Payoff To Others	-	232000 Trade In Payoff To Others
Other Current Liability	242000	Discount On A/R	Discount On A/R	-	242000 Discount On A/R
Other Current Liability	250000	Unearned Interest	Unearned Interest	-	250000 Unearned Interest
Other Current Liability	260000	Unearned Discount	Unearned Discount	-	260000 Unearned Discount
Income Account	301000	Sales	Auto Sales	-	301000 Sales
Income Account	301010	In-House Finance Sales	In-House Finance Sales	Sales	301010 In-House Finance Sales
Income Account	301011	Outside Finance Sales	Outside Finance Sale	Sales	301011 Outside Finance Sales
Income Account	301012	Cash Sales	Cash Sales	Sales	301012 Cash Sales
Income Account	301013	Wholesale Sales	Wholesale Sales	Sales	301013 Wholesale Sales
Income Account	301500	Sales Other	Sales Other	Sales	301500 Sales Other
Income Account	302000	Interest Income	Interest Income	-	302000 Interest Income
Income Account	302500	Discount Earned	Discount Earned	-	302500 Discount Earned
Income Account	303000	Late Fee Income	Late Fee Income	-	303000 Late Fee Income

ClassCode Fast Map Guide

Account Type	Account Number	Account Name	Account Description	Parent Account	Account Number and Name
Income Account	305000	Misc Fee Income	Misc Fee Income	-	305000 Misc Fee Income
Income Account	306000	Trade-Ins	Trade-Ins	Sales	306000 Trade-Ins
Income Account	307000	Sales Add-On Products	Sales Add-On Products	Sales	307000 Sales Add-On Products
Cost of Goods Sold	400000	Cost of Goods Sold	Cost of Goods Sold	-	400000 Cost of Goods Sold
Cost of Goods Sold	410000	Make Ready Expense	Make Ready Expense	Cost of Goods Sold	410000 Make Ready Expense
Cost of Goods Sold	411000	Floor Plan Cost of Goods Sold	Floor Plan Cost of Goods Sold	Cost of Goods Sold	411000 Floor Plan Cost of Goods Sold
Cost of Goods Sold	410005	Sold Inventory	Sold Inventory	Cost of Goods Sold	410005 Sold Inventory
Cost of Goods Sold	415000	Tags/Title/License	Tags/Title/License	Cost of Goods Sold	415000 Tags/Title/License
Cost of Goods Sold	416000	Sales Expenses	Sales Expenses	Cost of Goods Sold	416000 Sales Expenses
Cost of Goods Sold	417000	Cost Of Add-On Products	Cost Of Add-On Products	Cost of Goods Sold	417000 Cost Of Add-On Products
Cost of Goods Sold	418000	Allowance For Trade In	Allowance For Trade In	Cost of Goods Sold	418000 Allowance For Trade In
Cost of Goods Sold	425000	Repo Expenses	Repo Expenses	Cost of Goods Sold	425000 Repo Expenses
Expense Account	440000	Write Downs	Write Downs	-	440000 Write Downs
Expense Account	450000	Prin Adjustment	Prin Adjustment	Write Downs	450000 Prin Adjustment
Expense Account	450010	Discounted Prin	Discounted Prin	Write Downs	450010 Discounted Prin
Expense Account	451000	Interest Adjustment	Interest Adjustment	Write Downs	451000 Interest Adjustment
Expense Account	452000	Late Fee Adjustment	Late Fee Adjustment	Write Downs	452000 Late Fee Adjustment
Expense Account	453000	Misc Fee Adjustment	Misc Fee Adjustment	Write Downs	453000 Misc Fee Adjustment
Expense Account	454000	Sales Tax Adjustments	Sales Tax Adjustments	Write Downs	454000 Sales Tax Adjustments
Expense Account	455000	Down Payment Adjustments	Down Payment Adjustments	Write Downs	455000 Down Payment Adjustments
Expense Account	456000	Non Earn Prin Adjustment	Non Earn Prin Adjustment	Write Downs	456000 Non Earn Prin Adjustment
Expense Account	460000	Adjustments/Losses A/R	Adjustments/Losses A/R	-	460000 Adjustments/Losses A/R