

2019
DEALER FINANCIAL STATEMENT
BALANCE SHEET

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES		ACCT. NO.	AMOUNT			
Cash		200-02	2976967	1	ACCOUNTS PAYABLE						
Contracts In Transit		205	1021298	2	Accounts Payable - Trade Creditors		300	772960			
TOTAL CASH AND CONTRACTS	(LINES 1 - 2)		3998265	3	Customer Deposits		305	31572			
Vehicle Accounts PAST DUE (164886)		210	263344	4	Accounts Payable - Other		309	171490			
Service - Body - Parts Accounts PAST DUE (84654)		220	303399	5	TOTAL ACCOUNTS PAYABLE	(LINES 2 - 4)		976022			
TOTAL CUSTOMER RECEIVABLES	(LINES 4 & 5)		566743	6	CURRENT NOTES PAYABLE						
Finance & Lease Receivables - Current		264	61442	7	N/P - New Vehicles/Demo - M-B		310A	11511689			
Prepaid Maintenance - M-B		221B		8	N/P - New Vehicles/Demo - Commercial Vehicles		310E	178758			
Extended Limited Warranty - M-B		219A		9	N/P - New Vehicles/Demo - smart		310S				
Service Contract Claims - Commercial Vehicles		221E		10	N/P - New Vehicles/Demo - Other		310B				
Service Contract Claims - smart		221S		11	N/P - Pre-Owned Vehicles/Demo - M-B		312A	609527			
Service Contract/Warranty Claims - Other		221D/263B	134	12	N/P - Pre-Owned Vehicles/Demo - Commercial Vehicles		312E				
Warranty Claims - M-B PAST DUE (983)		263A	26577	13	N/P - Pre-Owned Vehicles/Demo - smart		312S				
Warranty Claims - Commercial Vehicles PAST DUE ()		263E	983	14	N/P - Pre-Owned Vehicles/Demo - Other		312B	4360791			
Warranty Claims - smart PAST DUE ()		263S		15	N/P - Lease/Rental Vehicle		313				
Dealer Reserve (CV & smart)/Floor Plan Assist./Operational Exp. Assist.		221A/213A/215A	120070	16	N/P - Courtesy Vehicle Program (CVP)		316	2177312			
Combined Bonuses Receivable		227-30/252-56	400162	17	N/P - Other		314				
Other Receivables		221C	- 21281	18	Current Portion - Long Term Debt		315				
TOTAL RECEIVABLES	(LINES 6 - 18)		1154830	19	TOTAL CURRENT NOTES PAYABLE	(LINES 7 - 18)		18838077			
Less: Allowance for Doubtful Accounts		340	1500	20	ACCRUED LIABILITIES						
TOTAL NET RECEIVABLES	(LINE 19 MINUS 20)		1153330	21	Interest Payable		320	67963			
Demonstrator Vehicles UNITS ()		214		22	Salaries / Wages / Commissions Payable		321	181143			
New Vehicles - M-B UNITS (226)	231A/232		10962033	23	Insurance Payable		322	13089			
New Vehicles - Commercial Vehicles UNITS (4)	231E		179247	24	Payroll Taxes Payable		323	- 77071			
New Vehicles - smart UNITS ()	231S			25	Sales Taxes Payable		324	106258			
New Vehicles - Other UNITS ()	231B			26	Income Taxes Payable		327				
Courtesy Vehicle Program (CVP) UNITS (45)	233		2002710	27	Deferred Income Taxes		326				
TOTAL NEW VEH. / DEMO. INVENTORY	(LINES 22 - 27)		13143990	28	Other Taxes Payable		325	40846			
LIFO Reserve - New Vehicles		235	1500498	29	Employee Bonuses Payable		328				
TOTAL NEW VEH. INVENTORY - NET	(LINES 28 & 29)		11643492	30	Owner Bonuses Payable		329				
Pre-Owned M-B (49)	251		890195	31	Pension Fund / Profit Sharing Payable		330	7414			
Pre-Owned Certified M-B (53)	234		3498760	32	Other Payables		331	1238123			
Pre-Owned Certified M-B-Ex-CVP () P/O	237			33	TOTAL ACCRUED LIABILITIES	(LINES 21 - 32)		1577765			
Pre-Owned Commercial Veh. () UNITS	251E			34	TOTAL CURRENT LIABILITIES	(LINES 5, 19 & 33)		21391864			
Pre-Owned Certified CV () OVER	238E			35	Long Term Debt		334				
Pre-Owned smart () 60	240S			36	N/P - Owners / Officers		336	5150000			
Pre-Owned Certified smart () DAYS	234S			37	N/P - Affiliated Companies		339				
Pre-Owned Veh - Other (35)	240B		668277	38	Mortgages Payable - Real Estate		335	13129560			
TOTAL PRE-OWNED VEH. INVENTORY	(LINES 31 - 38)		5057232	39	TOTAL LONG TERM LIABILITIES	(LINES 35 - 38)		18279560			
LIFO Reserve - Pre-Owned Vehicle		236	- 3	40	TOTAL LIABILITIES	(LINES 34 & 39)		39671424			
TOTAL PRE-OWNED VEH. INVENTORY - NET	(LINES 39 & 40)		5057235	41	NET WORKING CAPITAL						
Parts and Accessories - M-B \$ ()	242A		697055	42	Actual	D.O.R.A. REQ.	CURRENT MONTH =				
Parts and Accessories - Comm. Veh. OVER ()	242E		24627	43	\$ 3,914,107	\$ 2,515,000	155.63 %				
Parts and Accessories - smart 180 ()	242S			44	Actual	REQ.	CURRENT MONTH =				
Parts and Accessories - Other DAYS ()	242B			45	\$ 3,593,182	\$ 572,296	627.85 %				
TOTAL PARTS AND ACCESSORIES	(LINES 42 - 45)		721682	46	OWNERS EQUITY: NET WORTH						
Allowance, Parts Inventory Adjustment		332	- 600	47	CORPORATIONS ONLY "C"						
LIFO Reserve - Parts & Accessories		241	274896	48	Capital Stock		360A				
TOTAL PARTS AND ACCESSORIES - NET	(LINES 46 - 48)		447386	49	Additional Paid in Capital		381A				
Tires, Gas, Oil and Grease		244/292	133193	50	Retained Earnings		370A				
Paint and Body Shop Materials		245		51	Treasury Stock		365				
Sublet Repairs		246	- 1196	52	Dividends		375	132			
Work in Process - Labor		247	4338	53	CORPORATIONS SUBCHAPTER "S"						
Other Inventory		248		54	Capital Stock		360B				
TOTAL OTHER INVENTORIES	(LINES 50 - 54)		136335	55	Additional Paid in Capital		381B				
TOTAL INVENTORIES	(LINES 30, 41, 49 & 55)		17284448	56	Retained Earnings "C" Corp.		370B				
Securities		260		57	Previously Taxed Income		377				
Due From Finance Companies		262		58	Other Adjustments		378				
Prepaid Expenses		261	1094537	59	Accumulated Adjustment Account		379				
Lease & Rental Vehicles - Net Units ()	277			60	PROPRIETORSHIPS OR PARTNERSHIPS						
TOTAL CURRENT ASSETS	(LINES 3, 21, 56 - 60)		23530580	61	Investments		380	13746440			
FIXED ASSETS				62	Drawings		390				
LAND & IMPROVEMENTS	280	1889707	350	3808	CURRENT EARNINGS After INCOME TAXES						
BUILDINGS & IMPROVEMENTS	281	13496444	351	906851	NEW UNITS		PRE-OWNED UNITS	PROFIT (LOSS)			
MACHINE & SHOP EQUIPMENT	282	2174746	352	431277	M-B R/L	CV R/L	smart R/L	OTHER R/L	R/L	WHL	
PARTS & ACCESS. EQUIPMENT	283	97281	353	72439	JAN.	36	1		73	7	102724
FURNITURE, FIXTURES & SIGNS	284	2575581	354	705049	FEB.	35			84	12	127926
COMPANY VEHICLES	285	396038	355	200982	MAR.	54			71	14	227391
LEASEHOLDS	286		356		APR.	53	2		76	10	214838
OTHER	287	250483	357	66867	MAY	44			86	19	204280
COMMERCIAL VEH. ENVIRONMENT	289		359		JUN.	33	2		90	12	361385
SMART ENVIRON.	289S		359S		JUL.						
TOTAL - NET FIXED ASSETS	(LINES 63 - 72)		18458007	73	AUG.						
Life Insurance - Cash Value		291	1789595	74	SEP.						
Notes and Accounts Receivable - Officers / Owners / Other		293/295	3299897	75	OCT.						
Notes and Accounts Receivable - Investments - Affiliated Co.		299		76	NOV.						
Advances to Employees		294		77	DEC.						
Deposits on Contracts		290	22905	78	TOT.	255	5		480	741	238544
Other Non-Franchise Assets		296	7555556	79							
TOTAL OTHER ASSETS	(LINES 74 - 79)		12667953	80	TOTAL NET WORTH	(LINES 48 - 62 & 71)					14985116
TOTAL ASSETS	(LINES 61, 73 & 80)		54656540	81	TOTAL LIABILITIES & NET WORTH	(LINES 40 & 80)					54656540

STATEMENT OF INCOME AND EXPENSE

LINE NO.	ACCT. NO.	TOTAL DEALERSHIP				FRANCHISE AS A % TOTAL DEALERSHIP - YTD				LINE NO.				
		CURRENT MONTH	G.P. % SALES	YEAR-TO-DATE	G.P. % SALES	M-B	COMMERCIAL VEHICLE	SMART						
1		6016536	141	39096459	116	SALES	98.4	1.6		1				
2		847732	PNVS	4548607	PNVS	GROSS PROFIT	97.0	3.0		2				
3	10	85086	1019	428417	860	EXPENSES	96.4	3.6		3				
4	12	21364	305	120252	231	OPERATING PROFIT	114.2	- 14.2		4				
5	13					INCNT & RESERVES	100.0			5				
6	15	4079	3	23726	7	OP P/L AFT INCNT/RES	102.9	- 2.9		6				
7		110529	1327	572395	1098	OP% SALES	1.9	- 0.1		7				
8	20	68119	80	401901	88	OPERATING PROFIT AFT INCENTIVES/RESERVE DEALERSHIP SUMMARY				8				
9	21	68855	81	492313	108					10				
10	22	37049	44	255145	56					CURRENT MONTH	YEAR-TO-DATE	10		
11	23	24256	29	211187	46					Total New Vehicle Department	5374	140375	11	
12	24	17044	20	82335	18					Total Pre-Owned Vehicle Department	93196	41425	12	
13	25	32480	38	262423	58					Total Variable Operations Departments	98570	181800	13	
14	28	1626	2	8198	2					Total Service Department	49855	- 4576	14	
15	27	26865	32	182597	40					Total Parts Department	92408	543317	15	
16	26	1326	2	7524	2					Total Body Shop Department			16	
17		277620	327	1903623	419	Total Fixed Operations Departments	142263	538741	17					
18	31	- 21120	- 25	- 104345	- 23	CURRENT RATIO				18				
19	34	21214	25	139374	31					19				
20	32	9297	11	91723	20					20				
21	62	54779	65	340128	75					21				
22	95	- 15834	- 19	- 158095	- 35					22				
23	67	4347	5	45041	10					CURRENT MONTH	2.53	CURRENT MONTH	1.77	23
24	77	7440	9	25522	6					JAN		JAN		24
25	35	- 3160	- 4	- 21600	- 5					FEB		FEB		25
26	51	495	1	9697	2					MAR		MAR		26
27	52	22328	26	120867	27					APR		APR		27
28	60	528	1	24452	5	MAY		MAY		28				
29	61	- 2060	- 2	12062	3	JUNE		JUNE		29				
30	33					JULY		JULY		30				
31	79	28352	33	195337	43	AUG		AUG		31				
32	70/69	3803	4	34255	8	SEP		SEP		32				
33	75	381		6757	1	OCT		OCT		33				
34	73			1125		NOV		NOV		34				
35	86	5940	7	32141	7	DEC		DEC		35				
36	66			6187	1	LIQUIDITY RATIO				36				
37	72	1560	2	7740	2					37				
38	74	6279	7	26269	6					38				
39	68	26147	31	213817	47					39				
40	78	19323	23	95468	21					40				
41	76	3134	4	21119	5					41				
42		173173	204	1165041	256					NET DEBT: EQUITY		OP. PROFIT % SALES		42
43	80									CURRENT MONTH	1.39	CURRENT MONTH	4.00	43
44	94	- 46874	- 55	- 304173	- 67					JAN		JAN	0.68	44
45	81									FEB		FEB	0.77	45
46	82			- 1133		MAR		MAR	1.89	46				
47	83	10149	12	50743	11	APR		APR	1.95	47				
48	84	21040	25	125754	28	MAY		MAY	1.75	48				
49	85	8709	10	70985	16	JUNE		JUNE	4.00	49				
50	93	3870	5	177643	39	JULY		JULY		50				
51	87	12709	15	78819	17	AUG		AUG		51				
52	88	15513	18	130789	29	SEP		SEP		52				
53	89			30169	7	OCT		OCT		53				
54	90	2804	3	4494	1	NOV		NOV		54				
55	91	61884	73	349589	77	DEC		DEC		55				
56	92	7173	8	45745	10			YTD	1.84	56				
57		96977	114	759424	167	NET ADJUSTMENTS TO INCOME				57				
58		547770	646	3828088	842					58				
59		658299	777	4400483	967					59				
60		189433	31	148124	4					60				
61	639		PNVS		PNVS					ADDITIONS TO INCOME	Acct. #	CURRENT MONTH	YEAR-TO-DATE	61
62	53	16022	486	104799	411					Cash Discounts Earned	800	50	250	62
63	971	9641	292	107199	420					Interest Income	801	11511	11511	63
64	964	352	11	55003	216					Other Franchise Income	804	25829	25829	64
65	962	9641	292	107200	420					Other Income	805	83160	480415	65
66	968	9641	292	107199	420					Lease / Rent / Other Vehicles	809			66
67	966					DEDUCTIONS FROM INCOME	Acct. #	CURRENT MONTH	YEAR-TO-DATE	67				
68	967					Cash Discounts Allowed	802			68				
69	969			20838	80	Interest Expense	803			69				
70	970	6103	185	70179	275	Amortization - Other Assets	806			70				
71	965					Export Adjustments	810			71				
72		240833	40	720541	18	Other Adjustments	855			72				
73			EXP. % G.P.		EXP. % G.P.			120550	518005	73				
74	19					NET ADJUSTMENTS TO INCOME				74				
75		120550		518005						75				
76		361383		1238546						76				
77	97									77				
78	98									78				
79		361383		1238546						79				
80	99	- 2		2						80				
81		361385		1238544						81				

STATEMENT OF INCOME AND EXPENSE

LINE NO.	ACCT. NO.	TOTAL MERCEDES-BENZ		TOTAL COMMERCIAL VEHICLE		TOTAL SMART		LINE NO.
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1		5794353	38457822	222183	638637			1
2		812647	4410177	35085	138430			2
3	10	85086	428417					3
4	12	21364	120252					4
5	13							5
6	15	4079	23726					6
7	(LINES 3-6)	110529	572395					7
8	20	66723	396823	1396	5078			8
9	21	68855	492313					9
10	22	33995	234855	3054	20290			10
11	23	24256	211187					11
12	24	16928	81885	116	450			12
13	25	32090	259147	390	3276			13
14	28	1626	8198					14
15	27	26645	180901	220	1696			15
16	26	1316	7450	10	74			16
17	(LINES 8-16)	272434	1872759	5186	30864			17
18	31	- 21120	- 104345					18
19	34	21118	137892	96	1482			19
20	32	8059	84453	1238	7270			20
21	62	54188	336266	591	3862			21
22	95	- 15834	- 158095					22
23	67	4347	45041					23
24	77	7444	25292	- 4	230			24
25	35	- 3160	- 21600					25
26	51	563	9187	- 68	510			26
27	52	22380	120807	- 52	60			27
28	60	480	22014	48	2438			28
29	61	- 2486	9346	426	2716			29
30	33							30
31	79	25996	180465	2356	14872			31
32	70/69	3435	31539	368	2716			32
33	75	343	6081	38	676			33
34	73		1081		44			34
35	86	5940	32101		40			35
36	66		5567		620			36
37	72	1404	6966	156	774			37
38	74	5719	24085	560	2184			38
39	68	25433	207422	714	6395			39
40	78	17397	85932	1926	9536			40
41	76	2820	19007	314	2112			41
42	(LINES 18-41)	164466	1106504	8707	58537			42
43	80							43
44	94	- 46874	- 304173					44
45	81							45
46	82		- 973		- 160			46
47	83	9135	45669	1014	5074			47
48	84	18936	113178	2104	12576			48
49	85	7839	63885	870	7100			49
50	93	3484	159879	386	17764			50
51	87	11439	70937	1270	7882			51
52	88	15162	124860	351	5929			52
53	89		27153		3016			53
54	90	2640	4181	164	313			54
55	91	60492	341257	1392	8332			55
56	92	6803	43555	370	2190			56
57	(LINES 43 - 56)	89056	689408	7921	70016			57
58	(LINES 17, 42 & 57)	525956	3668671	21814	159417			58
59	(LINES 7 & 58)	636485	4241066	21814	159417			59
60		176162	169111	13271	- 20987			60
61	639							61
62	53	16022	104799					62
63	971	9641	107199					63
64	964	352	55003					64
65	962	9641	107200					65
66	968	9641	107199					66
67	966							67
68	967							68
69	969		20838					69
70	970	6103	70179					70
71	965							71
72		227562	741528	13271	- 20987			72

STATEMENT OF INCOME AND EXPENSE - MERCEDES-BENZ

LINE NO.	ACCT NO.	1A-MERCEDES-BENZ		1B-MERCEDES-BENZ		1C-MERCEDES-BENZ		1D-MERCEDES-BENZ		1E-MERCEDES-BENZ		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE DEPT.		PARTS DEPT.		BODY SHOP DEPT.		
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1		2210760	17507245	2476473	14484696	460604	2717405	646516	3748476			1
2		65036	398709	267147	1072876	305130	1803389	175334	1135203			2
3	10	35661	223521	49425	204896							3
4	12	10682	60126	10682	60126							4
5	13											5
6	15	107	1914	3972	21812							6
7	(LINES 3-6)	46450	285561	64079	286834							7
8	20	18811	110034	17136	102441	19783	118995	10993	65353			8
9	21					45368	314846	23487	177467			9
10	22	9033	61614	5368	37317	14419	101445	5175	34479			10
11	23	5098	38350	5098	42186	14060	130651					11
12	24	3946	17577	3807	16285	8916	42408	259	5615			12
13	25	8300	58807	4086	32814	16352	139611	3352	27915			13
14	28					1576	7445	50	753			14
15	27	5172	34598	4461	29093	14360	97725	2652	19485			15
16	26	195	1026	183	936	736	4222	202	1266			16
17	(LINES 8-16)	50555	322006	40139	261072	135570	957348	46170	332333			17
18	31	- 21120	- 104345									18
19	34	7575	45401	6671	38077	4309	30091	2563	24323			19
20	32	1687	17012	1888	19040	2289	32400	2195	16001			20
21	62	38296	241740	15892	94526							21
22	95	- 15834	- 158095									22
23	67					4135	37257	212	7784			23
24	77	2523	6304	1441	4240	3213	13268	267	1480			24
25	35	- 3160	- 21600									25
26	51	- 205	1530	- 123	964	973	6081	- 82	612			26
27	52	- 157	- 3105	- 44	- 1087	22644	124925	- 63	74			27
28	60	142	7323	85	4397	178	7350	75	2944			28
29	61	1450	9135	699	5041	- 5683	- 12475	1048	7645			29
30	33											30
31	79	7072	52499	4243	31499	10978	71677	3703	24790			31
32	70/69	1162	9067	721	5126	1110	13192	442	4154			32
33	75	114	2027	69	1216	114	2027	46	811			33
34	73		349		207		383		142			34
35	86	1186	10708	1019	10368		1369	3735	9656			35
36	66		1856		1113		1856		742			36
37	72	468	2322	281	1393	468	2322	187	929			37
38	74	1682	6595	1009	3975	2355	10895	673	2620			38
39	68	4497	39856	5670	43022	12060	86856	3206	37688			39
40	78	5837	28708	3468	17167	5780	28612	2312	11445			40
41	76	940	6336	564	3801	940	6336	376	2534			41
42	(LINES 18-41)	34155	201623	43553	284085	65863	464422	20895	156374			42
43	80											43
44	94	- 46874	- 304173									44
45	81											45
46	82		- 480		- 288		- 13		- 192			46
47	83	3045	15223	1827	9134	3045	15223	1218	6089			47
48	84	6312	37726	3787	22636	6312	37726	2525	15090			48
49	85	2613	21295	1568	12777	2613	21295	1045	8518			49
50	93	1161	53293	697	31976	1161	53293	465	21317			50
51	87	3813	23646	2288	14187	3813	23646	1525	9458			51
52	88	6999	52942	3290	23323	4543	43066	330	5529			52
53	89		9051		5431		9051		3620			53
54	90	491	194	295	116	1658	3793	196	78			54
55	91	11124	66661	6605	39580	28749	161673	14014	73343			55
56	92	1011	6767	568	4138	4780	30021	444	2629			56
57	(LINES 43-56)	- 10305	- 17855	20925	163010	56674	398774	21762	145479			57
58	(LINES 17, 42 & 57)	74405	505774	104617	708167	258107	1820544	88827	634186			58
59	(LINES 7 & 58)	120855	791335	168696	995001	258107	1820544	88827	634186			59
60		- 55819	- 392626	98451	77875	47023	- 17155	86507	501017			60
61	639											61
62	53	16022	104799									62
63	971	9641	107199									63
64	964	352	55003									64
65	962	9641	107200									65
66	968	9641	107199									66
67	966											67
68	967											68
69	969		20838									69
70	970	6103	70179									70
71	965											71
72		- 4419	179791	98451	77875	47023	- 17155	86507	501017			72

STATEMENT OF INCOME AND EXPENSE - COMMERCIAL VEHICLE

LINE NO.	ACCT NO.	2A-COMMERCIAL VEHICLES		2B-COMMERCIAL VEHICLES		2C-COMMERCIAL VEHICLES		2D-COMMERCIAL VEHICLES		2E-COMMERCIAL VEHICLES		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE DEPT.		PARTS DEPT.		BODY SHOP DEPT.		
		CURRENT MONTH	YEAR-TO-DATE									
1		186537	372235			11893	79446	23753	186956			1
2		16364	10175			8735	57581	9986	70674			2
3	10											3
4	12											4
5	13											5
6	15											6
7	(LINES 3-6)											7
8	20	419	1523	279	1016	419	1523	279	1016			8
9	21											9
10	22	916	6087	611	4058	916	6087	611	4058			10
11	23											11
12	24	35	135	23	90	35	135	23	90			12
13	25	117	983	78	655	117	983	78	655			13
14	28											14
15	27	55	424	55	424	55	424	55	424			15
16	26	3	22	2	15	3	22	2	15			16
17	(LINES 8-16)	1545	9174	1048	6258	1545	9174	1048	6258			17
18	31											18
19	34	24	198	24	198	24	543	24	543			19
20	32	17	355	1187	6205	17	355	17	355			20
21	62	591	3862									21
22	95											22
23	67											23
24	77	- 1	69	- 1	46	- 1	69	- 1	46			24
25	35											25
26	51	- 20	153	- 14	102	- 20	153	- 14	102			26
27	52	- 16	18	- 10	12	- 16	18	- 10	12			27
28	60	14	731	10	488	14	731	10	488			28
29	61	128	815	85	543	128	815	85	543			29
30	33											30
31	79	707	5250	471	3500	707	5250	471	872			31
32	70/69	110	815	74	543	110	815	74	543			32
33	75	11	203	8	135	11	203	8	135			33
34	73		11		11		11		11			34
35	86		12		8		12		8			35
36	66		186		124		186		124			36
37	72	47	232	31	155	47	232	31	155			37
38	74	168	655	112	437	168	655	112	437			38
39	68	214	1919	143	1250	214	1919	143	1307			39
40	78	578	2861	385	1907	578	2861	385	1907			40
41	76	94	634	63	422	94	634	63	422			41
42	(LINES 18-41)	2666	18979	2568	16086	2075	15462	1398	8010			42
43	80											43
44	94											44
45	81											45
46	82		- 48		- 32		- 48		- 32			46
47	83	304	1522	203	1015	304	1522	203	1015			47
48	84	631	3773	421	2515	631	3773	421	2515			48
49	85	261	2130	174	1420	261	2130	174	1420			49
50	93	116	5329	77	3553	116	5329	77	3553			50
51	87	381	2365	254	1576	381	2365	254	1576			51
52	88	159	2703	55	922	82	1382	55	922			52
53	89		905		603		905		603			53
54	90	49	19	33	13	49	268	33	13			54
55	91	348	2083	348	2083	348	2083	348	2083			55
56	92	111	657	74	438	111	657	74	438			56
57	(LINES 43-56)	2360	21438	1639	14106	2283	20366	1639	14106			57
58	(LINES 17, 42 & 57)	6571	49591	5255	36450	5903	45002	4085	28374			58
59	(LINES 7 & 58)	6571	49591	5255	36450	5903	45002	4085	28374			59
60		9793	- 39416	- 5255	- 36450	2832	12579	5901	42300			60
61	639											61
62	53											62
63	971											63
64	964											64
65	962											65
66	968											66
67	966											67
68	967											68
69	969											69
70	970											70
71	965											71
72		9793	- 39416	- 5255	- 36450	2832	12579	5901	42300			72

STATEMENT OF INCOME AND EXPENSE - SMART

LINE NO.	ACCT NO.	3A-SMART		3B-SMART		3C-SMART		3D-SMART		3E-SMART		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE DEPT.		PARTS DEPT.		BODY SHOP DEPT.		
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1												1
2												2
3	10											3
4	12											4
5	13											5
6	15											6
7	(LINES 3-6)											7
8	20											8
9	21											9
10	22											10
11	23											11
12	24											12
13	25											13
14	28											14
15	27											15
16	26											16
17	(LINES 8-16)											17
18	31											18
19	34											19
20	32											20
21	62											21
22	95											22
23	67											23
24	77											24
25	35											25
26	51											26
27	52											27
28	60											28
29	61											29
30	33											30
31	79											31
32	70/69											32
33	75											33
34	73											34
35	86											35
36	66											36
37	72											37
38	74											38
39	68											39
40	78											40
41	76											41
42	(LINES 18-41)											42
43	80											43
44	94											44
45	81											45
46	82											46
47	83											47
48	84											48
49	85											49
50	93											50
51	87											51
52	88											52
53	89											53
54	90											54
55	91											55
56	92											56
57	(LINES 43-56)											57
58	(LINES 17, 42 & 57)											58
59	(LINES 7 & 58)											59
60												60
61	639											61
62	53											62
63	971											63
64	964											64
65	962											65
66	968											66
67	966											67
68	967											68
69	969											69
70	970											70
71	965											71
72												72

M-B GROSS PROFIT ANALYSIS - VARIABLE OPERATIONS - NEW VEHICLES - M-B

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				1483R/L		M-B A220V	1	38192	- 1902	1902	1
2				1484R/L		M-B A220V4					2
3				1443R/L		RESERVED					3
4				1463R/L		M-B C300A	1	52251	- 4590	4590	4
5				1464R/L		M-B C300A4					5
6				496R/L		M-B C300C					6
7				519R/L		M-B C300C4					7
8				424R/L		M-B C300W	1	49770	3608	3608	8
9	47245	- 1216	1216	413R/L	1	M-B C300W4	6	281500	10813	1802	9
10				1453R/L		M-B C350WE	2	195174	- 326	- 163	10
11				1452R/L		M-B C350WE4					11
12				1454R/L		AMG C43A4	2	129394	4116	2058	12
13				1401R/L		AMG C43C4					13
14				1415R/L		AMG C43W4					14
15				1465R/L		AMG C63A		90907	- 1573		15
16				1403R/L		AMG C63AS					16
17				497R/L		AMG C63C					17
18				1418R/L		AMG C63CS	1	84000	3237	3237	18
19				410R/L		AMG C63W					19
20				1417R/L		AMG C63WS		81631	- 391		20
21				1412R/L		M-B CLA250C	14	471900	16146	1153	21
22	32000	2233	2233	1413R/L	1	M-B CLA250C4	2	66000	1099	550	22
23				499R/L		AMG CLA35C4					23
24				523R/L		AMG CLA45C4					24
25	53265	- 558	- 558	411R/L	1	M-B E300W	1	53265	- 558	- 558	25
26				405R/L		M-B E300W4	8	438027	18876	2360	26
27				529R/L		M-B E350WE					27
28				565R/L		M-B E350WE4					28
29	77447	- 2062	2062	1421R/L	1	M-B E450A	2	154749	- 4876	2438	29
30				1479R/L		M-B E450A4	1	59640	- 2817	2817	30
31				1423R/L		M-B E450C					31
32				1424R/L		M-B E450C4					32
33				402R/L		M-B E450S4					33
34	129055	1450	725	1480R/L	2	M-B E450W4	8	517962	- 1620	- 203	34
35				1481R/L		AMG E53A4					35
36				1482R/L		AMG E53C4					36
37				432R/L		AMG E53W4					37
38				435R/L		AMG E63W4					38
39				1425R/L		AMG E63W4S	1	165545	6084	6084	39
40				1426R/L		AMG E63S4S					40
41	152357	- 3637	1819	1429R/L	2	M-B CLS450C	9	677518	- 11970	1330	41
42	159116			1430R/L	2	M-B CLS450C4	2	159116			42
43				538R/L		M-B CLS53C4					43
44				1432R/L		AMG CLS63C4S					44
45				1466R/L		M-B S450V	6	511764	- 8918	1486	45
46				1467R/L		M-B S450V4	5	388381	35267	7053	46
47				1433R/L		M-B S560A		144409	- 351		47
48				1435R/L		M-B S560C4					48
49	307344	14580	4860	407R/L	3	M-B S560V	8	886305	9430	1179	49
50				442R/L		M-B S560V4					50
51				1455R/L		M-B S560VE	3	454037	- 692	- 231	51
52				406R/L		RESERVED					52
53				1434R/L		AMG S63A4					53
54				1439R/L		AMG S63C4		176293	- 188		54
55				1438R/L		AMG S63V4	1	149750	- 1672	1672	55
56				1441R/L		AMG S65A					56
57				1440R/L		AMG S65C					57
58				572R/L		AMG S65V		7700	7275		58
59				1428R/L		RESERVED	1	76040	- 803	- 803	59
60				1456R/L		MAYBACH S560X4	2	335535	- 7784	3892	60
61				1436R/L		MAYBACH S650X					61
62				1471R/L		MAYBACH S650A					62
63				1472R/L		RESERVED					63
64				1457R/L		M-B SLC300R					64
65				1473R/L		AMG SLC43R					65
66				1442R/L		M-B SL450R	1	111040	- 6572	6572	66
67				416R/L		M-B SL550R	1	104330	569	569	67
68				495R/L		AMG SL63R					68
69				575R/L		RESERVED					69
70				1476R/L		AMG GT					70
71				1411R/L		AMG GTS	1	112415	1030	1030	71
72				1468R/L		AMG GTC					72
73				1427R/L		AMG GTR					73
74				1469R/L		AMG GTA					74
75				1470R/L		AMG GTCA					75
76				1485R/L		AMG GT53					76
77				1474R/L		AMG GT63					77
78				1475R/L		AMG GT63S					78
79	957829	10790	830		13	TOTAL NEW M-B PC RETAIL/LEASE (Lines 1-78)	91	7224540	59947	659	79

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				1448R/L		M-B GLA250W	11	395014	- 11728	A	1
2				1449R/L		M-B GLA250W4					2
3				1450R/L		AMG GLA45W4					3
4				1490R/L		RESERVED					4
5				1491R/L		RESERVED					5
6	102305	- 2107	B	1451R/L	2	M-B GLC300C4	11	487983	- 2833	258	6
7				1410R/L		RESERVED					7
8				1486R/L		M-B GLC350WE4	4	231891	- 11865	C	8
9	46255	1417	1417	1461R/L	1	M-B GLC300W	53	2694512	- 35081	662	9
10				1462R/L		M-B GLC300W4	3	146871	- 3452	D	10
11				1477R/L		AMG GLC43C4	1	65700	- 1826	E	11
12				1447R/L		AMG GLC43W4	2	122614	1811	906	12
13				1487R/L		AMG GLC63C4					13
14				1488R/L		AMG GLC63C4S	1	87000	- 3801	F	14
15				1489R/L		AMG GLC63W4	2	327140	18256	9128	15
16	52520	1054	1054	532R/L	1	M-B GLE350W	17	868162	16810	989	16
17	876540	4170	298	533R/L	14	M-B GLE350W4	29	1789256	- 15718	542	17
18				1458R/L		M-B GLE450W4	1	142000	10584	G	18
19				584R/L		RESERVED					19
20	79196	- 1366	H	1460R/L	1	AMG GLE43C4	4	294333	- 10318	I	20
21				1445R/L		AMG GLE43W4	2	131565	- 170	- 85	21
22				509R/L		AMG GLE63C4S					22
23				491R/L		AMG GLE63W4					23
24				1459R/L		AMG GLE63W4S	2	245688	- 2051	J	24
25	83182	1258	1258	581R/L	1	M-B GLS450W4	7	560175	6733	962	25
26				521R/L		M-B GLS550W4					26
27				1414R/L		AMG GLS63W4	3	400088	- 7857	K	27
28				510R/L		RESERVED					28
29				599R/L		M-B G550W4					29
30				1478R/L		M-B G550W44	11	1235590	35997	3272	30
31				576R/L		AMG G63W4					31
32				1409R/L		AMG G65W4					32
33	1239998	4426	221		20	TOTAL NEW M-B LT RETAIL/LEASE (Lines 1 - 32)	164	10225582	- 16509	101	33
34	2197827	15216	461		33	TOTAL NEW M-B RETAIL/LEASE (Pg 7 Ln 79 + Pg 8 Ln 33)	255	17450122	43438	170	34
35				422		Affiliated Lease - M-B					35
36				428R/L		M-B Courtesy Vehicle Program (CVP)					36
37				645		Tourist Commissions					37
38				577R/L		Fleet/Corporate Sales Program					38
39				596/597		MVP/Dealer Employee Purchase Program					39
40	2197827	15216	461		33	TOTAL NEW M-B (Lines 34 - 39)	255	17450122	43438	170	40
41				423/429R/L		Total New Other R/L			- 2000		41
42	2197827	15216	461		33	TOTAL NEW VEHICLES (LINES 40 & 41)	255	17450122	41438	163	42
43		40977	1242	500-01A/550-51	26	Fin. & Lease Income - New M-B	207		265779	1042	43
44		6416		700-01A/750-51		Fin. & Lease Income - New M-B - Chargebacks/Refunds			13282		44
45	12933	12933	392	586-87A/589-90	17	Fin. & Lease Income - Aftermarket Products - New M-B	58	57123	57123	224	45
46		905	27	502A/552	8	Prepaid Maintenance Income - New M-B	28		3387	13	46
47		1421	43	588A/591	2	Extended Limited Warranty Income - New M-B	44		44264	174	47
48	12933	49820	1510		53	TOT F&L/SERV. CONTRACTS - NEW M-B (LINES 43 - 47)	337	57123	357271	1401	48
49				695A		New Vehicle Repossession Losses					49
50	12933	49820	1510		53	TOT F&L/SC NEW - M-B (LINES 48 & 49)	337	57123	357271	1401	50
51				500-2B/586-87B		F&L, Serv. Contract & Aftrmkt Products Income - Other New					51
52	12933	49820	1510		53	TOT F&L/SERV. CONTRACTS NEW - M-B/OTHER (LINES 50 & 51)	337	57123	357271	1401	52
53	2210760	65036	1971		33	TOT NEW VEHICLE DEPARTMENT (LINES 42 & 52)	255	17507245	398709	1564	53
54				697		LIFO Adjustments - New Vehicles					54
55	2210760	65036	1971		33	NET NEW VEHICLE DEPARTMENT (LINES 53 & 54)	255	17507245	398709	1564	55
PRE-OWNED VEHICLES											
57	1974	1974	658	436	3	Pre-Owned Vehicles Ex-CVP - M-B	3	1974	1974	658	57
58	12306	12306	1367	437	9	Pre-Owned Veh. Certified Ex-CVP - M-B	9	12306	12306	1367	58
59	14280	14280	1190		12	TOTAL PRE-OWNED M-B Ex-CVP - M-B (LINES 57 & 58)	12	14280	14280	1190	59
60	600417	58887	2560	430/449 R/L	23	Pre-Owned Vehicles - M-B	119	2729040	194492	1634	60
61	1169760	71199	2225	447R/L	32	Pre-Owned Veh. Certified - M-B	182	6819672	465598	2558	61
62				708		Pre-Owned Veh. Reconditioning - M-B					62
63				669		Pre-Owned Veh. Cert. Recond. - M-B			94084		63
64	1784457	144366	2155		67	TOTAL PRE-OWNED M-B R/L (LINES 59 - 63)	313	9562992	580286	1854	64
65	481414	21074	916	434R/L	23	Pre-Owned Other R/L	167	3723483	126702	759	65
66	2265871	165440	1838		90	TOTAL PRE-OWNED R/L (LINES 64 & 65)	480	13286475	706988	1473	66
67	112068	- 11719	L	433A	8	Pre-Owned Veh Wholesales - M-B	31	532870	- 47016	M	67
68	49804	- 302	- 76	433B	4	Pre-Owned Veh Wholesales - Other	43	551234	- 16324	380	68
69				634		Pre-Owned Veh Inventory Adjustments			1078		69
70	2427743	153419	1504		102	TOTAL PRE-OWNED VEHICLE SALES (LINES 66 - 69)	554	14370579	642570	1160	70
71		9552	415	503-04A/553-54	18	Fin. & Lease Income - Pre-Owned M-B	110		68651	577	71
72		37204	1163	556	41	Fin. & Lease Income - P/O Certified - M-B	204		138334	760	72
73	32070	30689	458	592-93A/594-95	48	Fin. & Lease Income - Aftrmkt Products - P/O - M-B	- 39	50484	48199	154	73
74		3048	133	505A/555	4	Serv. Cont. Income - Pre-Owned M-B	29		20333	171	74
75		18208	569	557	20	Extended Limited Warranty Income - Certified M-B P/O	92		94677	520	75
76	32070	98701	1473		131	TOT F&L/SERV. CONTRACTS - P/O M-B (LINES 71 - 75)	396	50484	370194	1183	76
77				696		Pre-Owned Vehicle Repossession Losses					77
78	32070	98701	1473		131	TOT F&L/SC P/O - M-B (LINES 76 & 77)	396	50484	370194	1183	78
79	16660	15027	653	503-5B/592-93B	22	F&L, Serv. Cont. & Aftrmkt Products Income - P/O Other	100	63633	60112	360	79
80	48730	113728	1264		153	TOT F&L/SERV. CONTRACTS PRE-OWNED (LINES 78 & 79)	496	114117	430306	896	80
81	2476473	267147	2619		102	TOTAL PRE-OWNED VEHICLE DEPT.	554	14484696	1072876	1937	81
82				698		LIFO Adjustments - Pre-Owned Vehicles					82
83	2476473	267147	2619		102	NET PRE-OWNED VEHICLE DEPT.	554	14484696	1072876	1937	83
84	4687233	332183	2461		135	TOTAL VARIABLE (LINES 55 & 83)	809	31991941	1471585	1819	84

M-B & OTHER GROSS PROFIT ANALYSIS - FIXED OPERATIONS

LINE NO.	CURRENT MONTH					DESCRIPTION	YEAR-TO-DATE					LINE NO.
	SALES	GROSS PROFIT	GP % Sls	ACCT.	TRANS.		TRANS.	SALES	GROSS PROFIT	GP % Sls		
						FIXED OPERATIONS						
1	276332	211886	767	811	700	Customer Labor - Mechanical - M-B	4024	1600568	1227748	767	1	
2	6872	5237	762	814	33	Prepaid Maintenance Labor - M-B	172	40691	31076	764	2	
3				844		Extended Limited Warranty Labor - M-B					3	
4	29507	22551	764	813	260	Warranty Claim Labor - M-B	1640	221467	166172	750	4	
5				850		3 rd Party Warranty Claim Labor - M-B					5	
6	77461	54543	704	815	184	Internal Labor - M-B	1129	431172	302135	701	6	
7	21171	19193	907	401A	296	Express Labor - M-B	1558	126128	111712	886	7	
8				403A		Express PPM Labor - M-B					8	
9	6669	5954	893	493A	85	Express Warranty Labor - M-B	432	39202	34612	883	9	
10		22599		657A		Unapplied Labor - M-B		(	132502		10
11	418012	296765	710		1558	TOTAL LABOR - M-B (LINES 1-10)	8955	2459228	1740953	708	11	
12				450-1B		Customer & SC Labor - Mechanical - Other					12	
13				454B		Warranty Claim Labor - Other					13	
14				455B		Internal Labor - Other					14	
15		1280		657B		Unapplied Labor - Other		(	1280		15
16	418012	295485	707		1558	TOTAL LABOR (LINES 11, 12-15)	8955	2459228	1739673	707	16	
17				851		Service Contract Income					17	
18	13991	1145	82	456		Sublet Repairs		86412	12840	149	18	
19	28601	8500	297	458		Gas, Oil & Grease		171765	50876	296	19	
20	460604	305130	662		1558	TOTAL SERVICE DEPT. (LINES 16-19)	8955	2717405	1803389	664	20	
21	294368	96428	328	821		R.O. - Mechanical - M-B		1705776	580168	340	21	
22				824		R.O. - Prepaid Maintenance - M-B					22	
23				845		R.O. - Extended Limited Warranty - M-B					23	
24	76399	34454	451	823		Warranty Claim - P&A - M-B		591560	262521	444	24	
25				852		3 rd Party Warranty Claim P&A - M-B					25	
26	5867	1152	196	825		Internal - M-B		47838	8391	175	26	
27				826		R.O. - Body Shop - M-B					27	
28	31751	10350	326	827	281	Counter Retail - M-B	1779	188188	64288	342	28	
29	140468	33151	236	828	279	Wholesale - M-B	1607	730870	183631	251	29	
30				829		Accessories and Promotional Items - M-B					30	
31				842		Wholesales - Body Shop Certified					31	
32	97663	2544	26	843	191	Tires - M-B	1026	484244	- 8008	- 17	32	
33				404A		Express Parts - M-B					33	
34				408A		Express PPM Parts - M-B					34	
35				494A		Express Warranty Parts - M-B					35	
36		2745		675A		Inventory Adjustments - M-B		(	- 44212		36
37	646516	175334	271			TOTAL PARTS - M-B (LINES 21-36)		3748476	1135203	303	37	
38				460-1B		R.O. - Mechanical & Service Contract - Other					38	
39				464B		Warranty Claim - P&A - Other					39	
40				465B		Internal - Other					40	
41				462B		R.O. - Body Shop - Other					41	
42				466B		Counter Retail - Other					42	
43				467B		Wholesale - Other					43	
44				668B		Stock Order Allowance - Other					44	
45				675B		Inventory Adjustments - Other		(			45
46				480B		Accessories - Other					46	
47				492		Assets Taken on Trade/Tires/Promo Gifts					47	
48	646516	175334	271			TOTAL PARTS DEPARTMENT (LINES 37-47)		3748476	1135203	303	48	
49				699		LIFO Adjustment - Parts		(			49
50	646516	175334	271			NET TOTAL PARTS DEPT. (LINES 48 & 49)		3748476	1135203	303	50	
51				838		Customer Body Shop Labor - M-B					51	
52				840		Customer Body Shop Parts Transfer - M-B					52	
53						TOTAL BODY SHOP M-B (LINES 51 & 52)					53	
54				452B		Customer Body Shop Labor - Other					54	
55				453B		Customer Body Shop Parts Transfer - Other					55	
56				455C		Internal Body Shop Labor					56	
57				456C		Sublet Repairs - Body Shop					57	
58				459		Paint & Body Shop Materials					58	
59				657C		Unapplied Labor - Body Shop		(			59
60						TOTAL BODY SHOP (LINES 53-59)					60	
61	1107120	480464	434			TOT SERV/PRTS/BODY (LINES 20, 50 & 60)		6465881	2938592	454	61	
62	5203883	768483	148			TOTAL M-B ALL DEPTS		33861295	4180329	123	62	
63	5794353	812647	140			TOTAL ALL DEPTS. (BEFORE LIFO) (PG 8 LN 84 + PG 9 LN 61)		38457822	4410177	115	63	
64						TOTAL LIFO ADJUSTMENTS		(			64
65	5794353	812647	140			NET ALL M-B & OTHER DEPT. (LINE 63 MINUS LINE 64)		38457822	4410177	115	65	

COMMERCIAL VEHICLE ANALYSIS

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				2415R/L		Metris Worker Cargo Van					1
2				2416R/L		Metris Worker Passenger Van					2
3				2408R/L		Metris VS20 Cargo Van					3
4				2418R/L		Metris VS20 A3 Cargo Van					4
5				2407R/L		Metris VS20 Passenger Van					5
6				2417R/L		Sprinter Worker Cargo Van					6
7				2419R/L		Sprinter 1500 Van					7
8	50088	- 1092	N	2401R/L	1	Sprinter 2500 Cargo Van	2	92451	- 3866	O	8
9				2403R/L		Sprinter 2500 Passenger Van		49702	- 515		9
10	133800	10707	P	2402R/L	1	Sprinter 3500 Cargo Van	3	227433	7457	2486	10
11				2404R/L		Sprinter 3500 Cab Chassis					11
12				2409R/L		Sprinter 4500 Van					12
13	183888	9615	4808		2	TOTAL NEW COMMERCIAL VEHICLES RETAIL/LEASE	5	369586	3076	615	13
14				2411R/L		Courtesy Vehicle Program (CVP) - Comm. Veh.					14
15				2410R/L		Fleet - Commercial Vehicles					15
16	183888	9615	4808		2	TOTAL NEW COMMERCIAL VEHICLES (LINES 13-15)	5	369586	3076	615	16
17		4100	2050	500-01E	3	Fin. & Lease Income - New Commercial Vehicles	4		4450	890	17
18	2649	2649	1325	586-87E	2	F&L Income - Aftmkt Products - New Commercial Vehicles	2	2649	2649	530	18
19				502E		Service Contract Income - New Commercial Vehicles					19
20	2649	6749	3375		5	TOT F&L/SC - NEW COMMERCIAL VEHICLES (LINES 17-19)	6	2649	7099	1420	20
21				695E		New Vehicle Repossession Losses - Commercial Vehicles					21
22	2649	6749	3375		5	TOT F&L/SERV. CONTRACTS NEW - CV (LINES 20 & 21)	6	2649	7099	1420	22
23	186537	16364	8182		2	TOT NEW VEHICLE DEPARTMENT - CV (LINES 16 & 22)	5	372235	10175	2035	23
24				697E		LIFO Adjustments - New Commercial Vehicles					24
25	186537	16364	8182		2	NET NEW VEHICLE DEPARTMENT - CV (LINES 23 & 24)	5	372235	10175	2035	25
PRE-OWNED VEHICLES											
27				2405R/L		Pre-Owned Commercial Vehicles R/L					27
28				2412R/L		Pre-Owned Certified R/L - CV					28
29				2613		Pre-Owned Reconditioning - CV					29
30				2614		Pre-Owned Certified Reconditioning - CV					30
31						TOTAL PRE-OWNED CV R/L (LINES 27-30)					31
32				433E		Pre-Owned Veh Wholesales - Commercial Vehicles					32
33				634E		Pre-Owned Veh Inventory Adjustments - Commercial Vehicles					33
34						TOTAL PRE-OWNED VEHICLE SALES - CV (LINES 31-33)					34
35				503-04E		Fin. & Lease Income - P/O Commercial Vehicles					35
36				592-93E		F&L Income - Aftmkt Products - P/O Commercial Vehicles					36
37				505E		Serv. Cont. Income - Pre-Owned Commercial Vehicles					37
38				557E		Extended Limited Warranties - Certified P/O - CV					38
39						TOT F&L/SERV. CONTRACTS - P/O CV (LINES 35-38)					39
40				696E		Pre-Owned Vehicle Repossession Losses - Commercial Vehicles					40
41						TOT F&L/SC P/O - CV (Lines 39 & 40)					41
42						TOTAL PRE-OWNED VEHICLE DEPT. - Commercial Vehicles					42
43				698E		LIFO Adjustments - Pre-Owned Commercial Vehicles					43
44						NET PRE-OWNED VEHICLE DEPT. - Commercial Vehicles					44
45	186537	16364	8182		2	TOTAL VARIABLE COMMERCIAL VEHICLES (LINES 25 & 44)	5	372235	10175	2035	45
FIXED OPERATIONS											
47	SALES	GROSS PROFIT	GP%SlS	Acct	TRANS.		TRANS.	SALES	GROSS PROFIT	GP%SlS	47
48	11846	8538	721	811E	24	Customer Labor - Mechanical - Commercial Vehicles	127	78959	56817	720	48
49				814E		Service Contract Labor - Commercial Vehicles					49
50		150		813E		Warranty Claim Labor - Commercial Vehicles			332		50
51				815E		Internal Labor - Commercial Vehicles					51
52				401E		Express Labor - CV					52
53				403E		Express PPM Labor - CV					53
54				493E		Express Warranty Labor - CV					54
55				657E		Unapplied Labor - Commercial Vehicles					55
56	11846	8688	733		24	TOTAL LABOR - COMMERCIAL VEHICLES (LINES 48-55)	127	78959	57149	724	56
57				456E		Sublet Repairs - Commercial Vehicles					57
58	47	47	1000	458E		Gas, Oil & Grease - Commercial Vehicles		487	432	887	58
59	11893	8735	734		24	TOTAL SERVICE DEPT. - COMMERCIAL VEHICLES (LINES 56-58)	127	79446	57581	725	59
60	15310	6448	421	821E		R.O. - Mechanical - Commercial Vehicles		111031	41506	374	60
61				824E		R.O. - Service Contract - Commercial Vehicles					61
62	6053	2725	450	823E		Warranty Claim - P&A - Commercial Vehicles		51827	22138	427	62
63	73	14	192	825E		Internal - Commercial Vehicles		1856	159	86	63
64				404E		Express Parts - CV					64
65				408E		Express PPM Parts - CV					65
66				494E		Express Warranty Parts - CV					66
67				826E		R.O. - Body Shop - Commercial Vehicles					67
68	489	197	403	827E	3	Counter Retail - Commercial Vehicles	28	4933	1883	382	68
69	1828	602	329	828E	5	Wholesale - Commercial Vehicles	46	17309	4988	288	69
70				829E		Accessories & Promotional Items - Commercial Vehicles					70
71				843E		Tires - Commercial Vehicles					71
72				675E		Inventory Adjustments - Commercial Vehicles					72
73				492E		Assets Taken on Trade/Tires/Promo Gifts - Commercial Veh					73
74	23753	9986	420			TOTAL PARTS - COMMERCIAL VEHICLES (LINES 60-73)		186956	70674	378	74
75				699E		LIFO Adjustment - Parts - Commercial Vehicles					75
76	23753	9986	420			NET TOTAL PARTS DEPT. (LINES 74 & 75)		186956	70674	378	76
77				838E		Customer Body Shop Labor - Commercial Vehicles					77
78				840E		Customer Body Shop Parts Transfer - Commercial Vehicles					78
79				455E		Internal Body Shop Labor - Commercial Vehicles					79
80				2456E		Sublet Repairs - Body Shop - Commercial Vehicles					80
81				459E		Paint & Body Shop Materials - Commercial Vehicles					81
82				2657E		Unapplied Labor - Body Shop - Commercial Vehicles					82
83						TOTAL BODY SHOP COMMERCIAL VEHICLES (LINES 77-82)					83
84	35646	18721	525			TOT SERV/PRTS/BODY COMMERCIAL VEHICLES		266402	128255	481	84
85	222183	35085	158			NET ALL COMMERCIAL VEHICLES DEPT. (LINES 45 & 84)		638637	138430	217	85

SMART VEHICLE ANALYSIS

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				3401R/L		smartC (Coupe)					1
2				3403R/L		smartA (Cabriolet)					2
3				3416R/L		RESERVED					3
4				3406R/L		smartCE (Electric Drive - Coupe)					4
5				3415R/L		smartAE (Electric Drive - Cabriolet)					5
6				3409R/L		RESERVED					6
7						TOTAL NEW SMART VEHICLES RETAIL/LEASE					7
8				3410R/L		smart Courtesy Vehicle Program (CVP)					8
9				3411R/L		smart Fleet Corporate Sales Program					9
10						TOTAL NEW SMART VEHICLES (LINES 7-9)					10
11				500-01S		Fin. & Lease Income - New smart					11
12				586-87S		F&L Income - Aftmkt Products - New smart					12
13				502S		Serv. Contract & Ext. Warranty - New smart					13
14				3412S		Insurance & Other Products - New smart					14
15						TOT F&L/SC - NEW SMART (LINES 11-14)					15
16				695S		New Vehicle Repossession Losses - smart					16
17						TOT F&L/SERV. CONTRACTS NEW SMART (LINES 15 & 16)					17
18						TOT SMART NEW VEHICLE DEPARTMENT (LINES 10 & 17)					18
19				697S		LIFO Adjustments - New Vehicles - smart					19
20						NET SMART NEW VEHICLE DEPARTMENT (LINES 18 & 19)					20
PRE-OWNED VEHICLES											
22				3413R/L		Pre-Owned Vehicles - smart					22
23				3414R/L		Pre-Owned Veh Certified - smart					23
24				708S		Pre-Owned Veh. Reconditioning - smart					24
25				669S		Pre-Owned Veh. Cert. Recond. - smart					25
26						TOTAL PRE-OWNED SMART R/L (LINES 22-25)					26
27				433S		Pre-Owned Veh Wholesales - smart					27
28				634S		Pre-Owned Veh Inventory Adjustments - smart					28
29						TOTAL PRE-OWNED VEHICLE SALES - SMART (LINES 26-28)					29
30				503-04S		Fin. & Lease Income - P/O - smart					30
31				592-93S		F&L Income - Aftmkt Products - P/O - smart					31
32				505S		Serv. Cont. Income - Pre-Owned - smart					32
33				557S		Extended Limited Warranties - Certified P/O - smart					33
34						TOT F&L/SERV. CONTRACTS - P/O - SMART (LINES 30-33)					34
35				696S		Pre-Owned Vehicle Repossession Losses - smart					35
36						TOTAL PRE-OWNED VEHICLE DEPT. - SMART (LINES 29,34 & 35)					36
37				698S		LIFO Adjustments - Pre-Owned Vehicles - smart					37
38						NET PRE-OWNED VEHICLE DEPT. - SMART (LINES 36 & 37)					38
39						TOTAL VARIABLE - SMART (LINES 20 & 38)					39
FIXED OPERATIONS											
41	SALES	GROSS PROFIT	GP%SlS	Acct	TRANS.		TRANS.	SALES	GROSS PROFIT	GP%SlS	41
42				811S		Customer Labor - Mechanical - smart					42
43				814S		Service Contract Labor - smart					43
44				813S		Warranty Claim Labor - smart					44
45				815S		Internal Labor - smart					45
46				401S		Express Labor - smart					46
47				403S		Express PPM Labor - smart					47
48				493S		Express Warranty Labor - smart					48
49				657S		Unapplied Labor - smart					49
50						TOTAL LABOR - SMART (LINES 42-49)					50
51				456S		Sublet Repairs - smart					51
52				458S		Gas, Oil & Grease - smart					52
53						TOTAL SERVICE DEPT. - SMART (LINES 50-52)					53
54				821S		R.O. - Mechanical - smart					54
55				824S		R.O. - Service Contract - smart					55
56				823S		Warranty Claim - P&A - smart					56
57				825S		Internal - smart					57
58				826S		R.O. - Body Shop - smart					58
59				827S		Counter Retail - smart					59
60				828S		Wholesale - smart					60
61				829S		Accessories & Promotional Items - smart					61
62				930S		Stock Order Allowance - smart					62
63				842S		Wholesale Body Shop - smart					63
64				843S		Tires - smart					64
65				675S		Inventory Adjustments - smart					65
66				492S		Assets Taken on Trade/Tires/Promo Gifts - smart					66
67				404S		Express Parts - smart					67
68				408S		Express PPM Parts - smart					68
69				494S		Express Warranty Parts - smart					69
70						TOTAL PARTS - SMART (LINES 54-69)					70
71				699S		LIFO Adjustment - Parts - smart					71
72						NET TOTAL PARTS DEPT. SMART (LINES 70 & 71)					72
73				838S		Customer Body Shop Labor - smart					73
74				840S		Customer Body Shop Parts Transfer - smart					74
75				455S		Internal Body Shop Labor - smart					75
76				3456S		Sublet Repairs - Body Shop - smart					76
77				459S		Paint & Body Shop Materials - smart					77
78				3657S		Unapplied Labor - Body Shop - smart					78
79						TOTAL BODY SHOP SMART (LINES 73-78)					79
80						TOT SERV/PRTS/BODY SMART					80
81						NET ALL SMART DEPT.					81

SUMMARY OF OPERATING RESULTS

LINE NO.											LINE NO.		
1	RECEIVABLES ANALYSIS		TOTAL		CURRENT		31-60		61-90		OVER 90		1
2	Vehicle		263344	98458					95082	69804			2
3	Service, Parts & Body		303398	218744	80581				564	3509			3
4	Warranty		27560	26577	983								4
5													
6	INVENTORY ANALYSIS		TOTAL		CURRENT		31 - 60		61+				6
7			UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT			7
8	Demonstrators												8
9	Courtesy Vehicle Program (CVP)		45	2002710	9	349248	18	601785	18	1051677			9
10	New Vehicles - M-B		226	10962033	124	2170593	102	846944		7944496			10
11	New Vehicles - Commercial Vehicles		4	179247					4	179247			11
12	New Vehicles - smart												12
13	New Vehicles - Other												13
14	Pre-Owned Vehicles - M-B		102	4388955	49	890195	52	3498760	1				14
15	Pre-Owned Vehicles - Commercial Vehicles												15
16	Pre-Owned Vehicles - smart												16
17	Pre-Owned Vehicles - Other		35	668277	23	385195	12	40858		242224			17
18			TOTAL		0 mos. - 12 mos.		OVER 12 mos.						18
19	Parts		697055	697055									19
20	Accessories		24627	24627									20
21	Hourly Labor Rates		Customer	Warranty	Internal								21
22	Mechanical - M-B		149.00	119.30	100.00								22
23	Mechanical - Commercial Vehicles			103.00									23
24	Mechanical - smart												24
25	Mechanical - Other												25
26	Body Shop - M-B												26
27	Body Shop - Commercial Vehicles												27
28	Body Shop - smart												28
29	Body Shop - Other												29
30													
31	Effective Labor Rate - M-B												31
32	Effective Labor Rate - CV												32
33	Effective Labor Rate - smart												33
34													
35	Total Labor Hours By Category		Current Month	Year-To-Date								35	
36	Customer Labor - Mechanical M-B											36	
37	Prepaid Maintenance Labor - M-B											37	
38	Extended Limited Warranty Labor - M-B											38	
39	Warranty Claim Labor M-B											39	
40	Internal Labor M-B											40	
41	Total M-B Labor Hours											41	
42	Consolidated Customer Pay Labor - M-B											42	
43	Total M-B Labor per RO											43	
44	Customer Labor - Mechanical - Commercial Vehicles											44	
45	Service Contract Labor - Commercial Vehicles											45	
46	Warranty Claim Labor - Commercial Vehicles											46	
47	Internal Labor - Commercial Vehicles											47	
48	Total Commercial Vehicles Labor Hours											48	
49	Customer Labor - Mechanical - smart											49	
50	Service Contract Labor - smart											50	
51	Warranty Claim Labor - smart											51	
52	Internal Labor - smart											52	
53	Total smart Labor Hours											53	
54	FIXED COVERAGE TREND		JAN: 73.00	MAR: 80.81	MAY: 76.27	JUL:	SEP:	NOV:				54	
55			FEB: 80.70	APR: 81.30	JUN: 91.13	AUG:	OCT:	DEC:				55	
56			YTD: 80.11										56
57													
58	PERSONNEL		NEW	PRE-OWNED	SERVICE	PARTS	BODY	TOTAL				58	
59	Owners											59	
60	General Manager		25	25	25	25				100		60	
61	Department Managers		75	75	125	125				400		61	
62	F & I Staff		100	100						200		62	
63	Representatives - M-B		700	700						1400		63	
64	Representatives - Commercial Vehicles		100							100		64	
65	Representatives - Smart											65	
66	Representatives - Other											66	
67	Serv. Advisors - M-B				600					600		67	
68	Serv. Advisors - Commercial Vehicles				100					100		68	
69	Serv. Advisors - smart											69	
70	Serv. Advisors - Express											70	
71	Serv. Advisors - Other											71	
72	Technicians - M-B				1000					1000		72	
73	Technicians - Commercial Vehicles				200					200		73	
74	Technicians - smart											74	
75	Technicians - Express				400					400		75	
76	Technicians - Other											76	
77	Parts Personnel - M-B					600				600		77	
78	Parts Personnel - Other											78	
79	Clerical Personnel		175	175	175	175				700		79	
80	Other Personnel		425	325	325	325				1400		80	
81	TOTAL PERSONNEL		1600	1400	2950	1250			7200			81	