

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL INCOME AND EXPENSES		TOTAL INCOME AND EXPENSES		TOTAL INCOME AND EXPENSES	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	NET SALES (From Page 4, Page 5)		5107074	29725116	3269864	20932328		
2	GROSS PROFIT (From Page 4, Page 5)		521035	3241446	180652	1194856		
3	GROSS PROFIT PER CENT OF SALES (DIVIDE LINE 2 BY LINE 1)		1020%	1091%	553%	571%		
4	VARIABLE SELLING EXPENSES			EXP. % G.P.		EXP. % G.P.		
5	Salespeople: Compensation & Incentive	11	97553	522987	1613	50532	352712	
6	F & I Managers: Compensation & Incentive	12	49000	163267	504	36000	100532	
7	Delivery Expense	13	13150	252	66550	205	29341	
8	Policy Work - Vehicles	14	1479	28	2395	7	2256	
9	Interest - Floor Planning	15	-21819	419	39228	121	10312	
10	Demonstrator Expense	16	900	17	4500	14	4500	
11	Used Vehicle Maintenance Expense	17						
12	TOTAL VARIABLE SELLING EXPENSE (LINES 5 TO 11)		140263	2692	798927	2465	71130	499653
13	FIXED OVERHEAD EXPENSES							
14	Salaries - Owners / General Managers	20		106404	328		38991	
15	Salaries - Supervision	21	61600	1182	530873	1638	26800	241092
16	Salaries - Clerical	22	33104	635	218340	674	12264	78302
17	Other Salaries & Wages	23	13116	252	245062	756	1555	9547
18	Leave-Vacation, Sick & Holiday Compensation	24	480	9	20208	62	3773	3773
19	Employee Benefits	25	3079	59	74601	230	772	18229
20	Worker's Compensation	28	11452	220	49680	153	4008	17388
21	Pension & Profit Sharing	26						
22	Taxes Payroll	27	10638	204	180083	556	4737	87221
23	TOTAL SALARIES & WAGES (Lines 14 to 22)		133469	2562	1425251	4397	50136	494543
24	Advertising Expense - Hyundai Print, TV, Radio, Other	46	4530	87	80632	249	4170	43103
25	Advertising Expense - Hyundai Internet Digital Only	47	64472	1237	442738	1366	49464	309167
26	Less Advertising Support from Hyundai	48	(18000	346	(135567	418	(18000	(135567
27	Advertising - Other Franchise(s)	49						
28	Training	50	1299	25	5381	17	910	3344
29	Company Vehicle Expense	51	2137	41	17067	53	1156	1156
30	Stationery, Office Supplies & Postage	60	8652	166	45209	140	4175	24553
31	Small Tools & Other Supplies	61	6689	128	29742	92	97	3852
32	Contributions	66	200	4	2052	6	70	718
33	Policy Work - Service, Parts & Body Shop Depts.	67	-40	1	284	1		
34	Outside Services	68	5262	101	119764	370	1759	53848
35	Laundry & Uniforms	69	1197	23	4639	14		
36	Travel and Entertainment	70			28434	88		10443
37	Membership, Dues and Publications	71	828	16	9592	30	465	4676
38	Legal, Accounting and Auditing Expense	72	20422	392	48354	149	6973	16049
39	Freight, Express and Cartage - Parts Department	73	-6		1945	6		
40	Telephone	74	46	1	7942	25		
41	Data Processing	77	31521	605	140347	433	13229	55047
42	Adjustments for Doubtful Accounts	852						
43	Less Bad Debts Recovered	802	()	()	()	()	()	()
44	Miscellaneous	78			80000	247		28000
45	TOTAL SEMI-FIXED EXPENSE (Lines 23 to 44)		129209	2480	928555	2865	63312	418389
46	Rent	80	47442	911	380296	1173	21349	175846
47	Amortization - Leaseholds	81	400	8	2300	7	140	805
48	Repairs - Real Estate	82	1369	26	13161	41	480	4972
49	Depreciation - Buildings and Improvements	83						
50	Taxes - Real Estate	84	8405	161	52320	161	3782	23544
51	Insurance - Building and Improvements	85	880	17	6042	19	308	2115
52	Interest - Real Estate Mortgage	86	11110	213	89858	277	3888	31450
53	SUB-TOTAL OCCUPANCY EXPENSES (Lines 46 to 52)		69606	1336	543977	1678	29947	238732
54	Heat, Light, Power and Water	87	5990	115	39896	123	2097	13964
55	Insurance - Other than Bldgs. & Improvs.	88	9423	181	51968	160	3681	28250
56	Taxes - Other than Real Estate, Income & Payroll	89	1250	24	7492	23	437	2622
57	Repairs - Equipment	90	388	7	3349	10	136	407
58	Depreciation - Other than Bldgs. & Improvs.	91	9634	185	64103	198	2156	13783
59	Equipment Rental	92	536	10	5213	16	202	1930
60	TOTAL FIXES EXPENSES (lines 53 to 59)		96827	1858	715998	2209	38656	299688
61	TOTAL FIXED OVERHEAD EXPENSE (lines 23+45+60)		359505	6900	3069804	9471	152104	1212620
62	TOTAL EXPENSES (lines 12+61)		499768	9592	3868731	11935	223234	1712273
63	DEPT PROFIT OR LOSS (line 2 minus line 62)							
64	OPERATING PROFIT OR LOSS (line 2 minus line 62)		21267	-627285				-517417
65	Net Additions and Deductions (page 6 - lines 9+17)		83458	639501				
66	NET PROFIT OR (LOSS) (Before Bonuses & Incentive Plans)		104725	12216				
67	Bonuses - Employees							
68	Bonuses - Owners							
69	NET PROFIT OR (LOSS) (After Bonuses & Incentive Plans)		104725	12216				
70	Income Taxes							
71	NET PROFIT OR (LOSS) (After Bonuses and Income Taxes)		104725	12216				

LINE NO.	NAME OF ACCOUNT	ACCT NO.	B - USED VEHICLE DEPARTMENT			C - SERVICE DEPARTMENT			D - PARTS & ACCESS DEPT			E - BODY SHOP DEPT		
			MONTH	YEAR TO DATE	PERCENT	MONTH	YEAR TO DATE	PERCENT	MONTH	YEAR TO DATE	PERCENT	MONTH	YEAR TO DATE	PERCENT
1	NET SALES (From Page 5)		1385521	5643017	244258	1697730	207431	1452041						
2	GROSS PROFIT (From Page 5)		110936	481426	161855	1095730	67592	469434						
3	GROSS PROFIT PER CENT OF SALES		8.01 %	8.53 %	66.26 %	64.54 %	32.59 %	32.33 %						
4	VARIABLE SELLING EXPENSES													
5	Salespeople: Commission & Incentives	11	23144	146398	22401	22401	1476	1476						
6	F & I Managers: Comps. & Incentives	12	13000	62735										
7	Delivery Expense	13	5790	37209										
8	Policy Work - Vehicles	14	20	139										
9	Interest - Floor Planning	15	3302	28916										
10	Demonstrator Expense	16												
11	Used Vehicle Maintenance Expense	17												
12	TOTAL VAR. SELLING EXP. (LINES 5-17)		45256	275397	22401	22401	1476	1476						
13	FIXED OVERHEAD EXPENSES													
14	Salaries - Owners / General Managers	20		16711		33991							16711	
15	Salaries - Supervision	21	14800	123838	15000	123801	5000	42142					42142	
16	Salaries - Clerical	22	4185	23472	12470	94005	4185	22561					22561	
17	Other Salaries and Wages	23	667	3440	3191	152855	7703	79220					79220	
18	Leave - Vacation, Sick & Holiday Compensation	24		908	480	13363		2164					2164	
19	Employee Benefits	25	474	8976	1516	34183	317	13213					13213	
20	Worker's Compensation	28	1718	7452	4008	17388	1718	7452					7452	
21	Pension & Profit Sharing	26												
22	Taxes Payroll	27	670	9454	4146	68257	1085	15151					15151	
23	TOTAL SALARIES & WAGES (LINES 14-27)		22514	194251	40811	537843	20008	198614					198614	
24	Advertising Expense - Hyundai Print, TV, Radio, Other	46	360	12158		20595		4776					4776	
25	Advertising Expense - Hyundai Internet Digital Only	47	12542	123639	1688	7480	778	2452					2452	
26	Less Advertising Support from Hyundai	48												
27	Advertising - Other Franchise(s)	49												
28	Training	50	389	897		857		283					283	
29	Company Vehicle Expense	51		262	818	8219	1319	7430					7430	
30	Stationery, Office Supplies & Postage	60	1730	10388	1944	7548	803	2720					2720	
31	Small Tools & Other Supplies	61	122	2358	6508	20433	-38	3099					3099	
32	Contributions	66	30	308	70	718	30	308					308	
33	Policy Work - Service, Parts & Body Shop Debts	67			-40	249		35					35	
34	Outside Services	68	792	15918	1650	40676	1061	9322					9322	
35	Laundry & Uniforms	69			1197	4626		13					13	
36	Travel and Entertainment	70		4369		9555		4067					4067	
37	Membership, Dues and Publications	71	199	3090	49	670	115	1156					1156	
38	Legal, Accounting and Auditing	72	2988	6878	6973	16049	3488	9378					9378	
39	Flight Express and Cartage - Paris Department	73												
40	Telephone	74			32	5559	14	2383					2383	
41	Data Processing	77	4422	18968	10012	49624	3858	16708					16708	
42	Adjustments for Doubtful Accounts	852												
43	Bad Debts Recovered	802												
44	Miscellaneous	78		12000		28000		12000					12000	
45	TOTAL SEMI-FIXED EXPENSE (LINES 28-78)		23574	211233	30901	220858	11422	78075					78075	
46	Rent	80	7116	55759	11861	92932	7116	55759					55759	
47	Amortization - Leaseholds	81	60	345	140	805	60	345					345	
48	Repairs - Real Estate	82	205	1974	479	4241	205	1974					1974	
49	Depreciation - Buildings & Improvements	83												
50	Taxes - Real Estate	84	1261	7848	2101	13080	1261	7848					7848	
51	Insurance - Building and Improvements	85	132	906	308	2115	132	906					906	
52	Interest - Real Estate Mortgage	86	1667	13479	3888	31450	1667	13479					13479	
53	SUB-TOTAL OCCUPANCY EXPENSES (LINES 46-86)		10441	80311	18777	144623	10441	80311					80311	
54	Heat, Light, Power and Water	87	898	5984	2097	13964	898	5984					5984	
55	Insurance - Other than Bldgs. & Improvs.	88	1227	5806	3289	12107	1226	5805					5805	
56	Taxes - Other than Real Estate, Income & Payroll	89	188	1124	437	2622	188	1124					1124	
57	Repairs - Equipment	90	58	174	136	2594	58	174					174	
58	Depreciation - Other than Bldgs. & Improvs.	91	958	6126	5334	36333	1186	7861					7861	
59	Equipment Rental	92	87	827	173	1719	74	737					737	
60	TOTAL FIXED EXPENSE (LINES 87-92)		13857	100352	30243	213962	14071	101996					101996	
61	TOTAL FIXED OVERHEAD EXPENSE (LINES 87-92)		59945	505836	101955	972663	45501	378685					378685	
62	TOTAL EXPENSES (LINES 1-61)		105201	781233	124356	995064	46977	380161					380161	
63	DEPARTMENTAL PROFIT (LOSS) (LINE 1-61)		5735	-299807	37499	100666	20615	89273					89273	

HYUNDAI USA		2019 DEPARTMENTAL		GROSS PROFIT		PER UNIT SOLD		NEW VEHICLE		SALES		UNITS SOLD		GROSS PROFIT		PER UNIT SOLD	
LINE NO.	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	NEW VEHICLE	UNITS SOLD	GROSS PROFIT	PER UNIT SOLD	SALES	UNITS SOLD	GROSS PROFIT	PER UNIT SOLD	NEW VEHICLE	UNITS SOLD	GROSS PROFIT	PER UNIT SOLD	
1	6	136754	-4398	-733	Sonata	401	889805	-17114	889805	36	-17114	-475					
2	15	291647	-30999	-2067	Elantra	403	1591693	-95466	1591693	82	-95466	-1164					
3	2	33276	-4912	-2456	Accent	404	224514	-20613	224514	14	-20613	-1472					
4	4	102428	-1867	-467	Veloster	449	365727	-2312	365727	15	-2312	-154					
5					Azera	412											
6	7	194073	-3326	-475	Ioniq	471	1819354	-20402	1819354	69	-20402	-296					
7	17	715656	2346	138	G80	473	2830360	80381	2830360	65	80381	1237					
8	3	195161	7504	2501	G90	474	601894	23816	601894	9	23816	2646					
9					Hyundai Car New Product #1	509											
10																	
11																	
12	54	1668995	-35652	-660	Hyundai Car Retail Subtotal (LINES 170-11)	290	8323347	-51710	8323347	290	-51710	-178					
13	10	303455	-11905	-1191	Santa Fe	406	1701814	-36152	1701814	56	-36152	-646					
14	12	271610	-23057	-1921	Tucson	408	1760927	-48159	1760927	68	-48159	-708					
15	12	291273	-3425	-285	Kona	428	2447866	-5684	2447866	90	-5684	-63					
16					Nexo	429											
17	4	169798	4706	1177	Hyundai Truck New Product #1	514	435528	35430	435528	10	35430	3543					
18					Hyundai Truck New Product #2	515											
19																	
20	38	1036136	-33681	-886	Hyundai Truck Retail Subtotal (LINES 1370-19)	224	6346135	-54565	6346135	224	-54565	-244					
21	92	2705131	-69333	-754	Total New Hyundai Retail Subtotal (LINES 12+20)	514	14669482	-106275	14669482	514	-106275	-207					
22	2	48658	-1505	-753	Sonata	401L	1366672	-67661	1366672	59	-67661	-1147					
23	5	97905	-10936	-2187	Elantra	403L	1556335	-96088	1556335	81	-96088	-1186					
24					Accent	404L											
25	1	23580	583	583	Veloster	449L	136841	-958	136841	6	-958	-160					
26					Azera	412L											
27					Ioniq	471L	24105	1123	24105	1	1123	1123					
28					G80	473L											
29					G90	474L											
30					Hyundai Car New Product #1	509L											
31																	
32																	
33	8	170143	-11858	-1482	Hyundai Car Lease Subtotal (LINES 22 to 32)	147	3083953	-163584	3083953	147	-163584	-1113					
34	2	64453	-402	-201	Santa Fe	406L	1323564	-66346	1323564	48	-66346	-1382					
35	7	194242	-5230	-747	Tucson	408L	1324754	-18133	1324754	50	-18133	-363					
36					Kona	428L		4450									
37					Nexo	429L											
38					Hyundai Truck New Product #1	514L											
39					Hyundai Truck New Product #2	515L											
40																	
41	9	258695	-5632	-626	Hyundai Truck Lease Subtotal (LINES 34 to 40)	98	2648318	-80029	2648318	98	-80029	-817					
42	17	428838	-17490	-1029	Total Hyundai Lease Subtotal (LINES 33+41)	245	5732271	-243613	5732271	245	-243613	-994					
43	109	3133969	-86823	-797	Total Hyundai New Car & Truck Retail & Lease (LINES 21+42)	759	20401753	-349888	20401753	759	-349888	-461					
44					New Car & Truck Fleet - Hyundai	409											
45	109	3133969	-86823	-797	Total Hyundai New Car & Truck & Fleet (LINES 43+44)	759	20401753	-349888	20401753	759	-349888	-461					
46			-960		Incentives - Hyundai	616A		-10880									
47			69227		Dealer Performance Bonus - Hyundai	646A		564141									
48			58100		CXB Program - Hyundai	652A		457600									
49					Total Hyundai New Car & Truck Front-End (LINES 43+40 to 49)	452A											
50	109	3133969	39544	363	Finance Income - Hyundai	611A	20401753	660973	20401753	759	660973	871					
51	80		35924	449	Insurance Income - Hyundai	613A		200372		568	200372	353					
52					GAP Income - Hyundai	640A		44786		103	44786	435					
53	23	102499	11997	522	Hyundai Protection Plan	414A	429376	234943	429376	198	234943	1187					
54	41		66097	1612	Extended Service Contract - Hyundai	415A											
55					HVC (Hyundai Vehicle Care)	447											
56					Chargebacks - Hyundai	618A		27224									
57					Aftermarket Income - Hyundai	417A		80256									
58	144	31980	26340	183	F&I Subtotal - Hyundai (LINES 51 to 58)	869	99783	533133	99783	869	533133	614					
59	253	134479	140358	975	Total New Vehicle - Hyundai (LINES 50+59)	1628	529159	1194106	529159	1628	533133	614					
60		326848	179902	711	New Car Retail - Other	420	20930912		20930912			733					
61					New Car Fleet - Other	421											
62					New Car Lease - Other	422											
63					New Truck Retail - Other	423											
64					New Truck Fleet - Other	424											
65					New Truck Lease - Other	492											
66					Finance Income - Other	611B											
67					Insurance Income - Other	613B											
68					GAP Income - Other	640B											
69					Extended Service Contract - Other	415B											
70					Incentives - Other	616B											
71					Chargebacks - Other	618B											
72					Aftermarket Income - Other	417B											
73		1416	750		F&I Subtotal - Other (LINES 67 to 73)		1416	750	1416		750						
74		1416	750		TOTAL NEW VEHICLE - OTHER (LINES 61 to 68+74)		1416	750	1416		750						
75		1416	750		Cost of Sales Adj. - New Veh. LIFO	625											
76					TOTAL NEW VEHICLE DEPARTMENT (LINES 60+75+76)	1628	20932328	1194856	20932328	1628	1194856	734					

LINE NO.	CURRENT MONTH			YEAR TO DATE		
	UNITS SOLD	SALES	GROSS PROFIT	UNITS SOLD	SALES	GROSS PROFIT
1	9	124909	7539	441	1396575	17267
2				442	69756	522
3			-470	631		(-2121)
4				632		
5	9	124909	8009	100	1466331	19910
6	43	752639	-4358	430A	2547342	17669
7			140	430B	42623	-1345
8	5	107032	-4175	430C	326512	-15894
9				631A		
10	48	859671	-8393	162	2916477	430
11	57	984580	-384	262	4382808	20340
12	39	278324	-603	433	765001	22253
13				634		
14	96	1262904	-987	402	5147809	42593
15	24		25254	635		92012
16				636		
17	23		10736	643		35667
18	30	72608	37787	444	281474	130520
19				437		
20	57	72608	73777	262	281474	258199
21			10661	638		(29725)
22		50009	48807	445	213734	210359
23				639		
24	96	1385521	110936	402	5643017	481426
25	349	4655385	291588	2030	26575345	1676282
26	# RO's	SALES	GROSS PROFIT	# RO's	SALES	GROSS PROFIT
27	373	56294	38780	450A	421852	289830
28	297	5142	3358	451A	37667	22213
29				493A		
30	436	151104	109648	454A	951943	673794
31	116	5739	4319	455A	55362	40395
32	1222	218279	156105	9746	1466824	1026232
33	3	377	236	450B	2752	1780
34				451B		
35				493B		
36				454B		
37	37	8457	5578	455B	44667	27199
38	40	8834	5814	187	47419	28979
39	38	17145	1157	456	183487	14503
40			-1221	657		26016
41				459		
42	1300	244258	161855	10395	1697730	1095730
43		37591	16570	460A	270351	116846
44		119	65	472A	975	444
45				494A		
46				462A		
47		101521	29296	464A	655996	191109
48		2845	798	465A	26637	8471
49	55	4872	2683	466A	30318	14289
50	147	23743	4402	467A	222275	39339
51	202	170691	53814	1483	1206552	370498
52		12655	5698	460B	83465	35898
53				472B		
54				494B		
55				462B		
56		876	249	464B	2884	783
57		4611	2166	465B	33327	14005
58	69	33	321	466B	7328	4322
59	18	3516	641	467B	20173	3007
60	87	21691	9075	559	147177	58015
61			-1560	675		-6659
62				481		
63		5580	316	491	35613	3677
64		9469	2827	490	62699	30585
65				680		
66	289	207431	67592	2042	1452041	469434
67				500		
68				504		
69				505		
70				506		
71				507		
72				708		
73						
74		451689	229447		3149771	1565164
75		5107074	521035		29725116	3241446

USED VEHICLE DEPARTMENT						
LINE NO.	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES
1	9	124909	7539	838	441	1396575
2					442	69756
3			-470	-52	631	
4					632	
5	9	124909	8009	890	100	1466331
6	43	752639	-4358	-101	430A	2547342
7			140		430B	42623
8	5	107032	-4175	-835	430C	326512
9					631A	
10	48	859671	-8393	-175	162	2916477
11	57	984580	-384	-71	262	4382808
12	39	278324	-603	-15	433	765001
13					634	
14	96	1262904	-987	-10	402	5147809
15	24		25254	1052	635	
16					636	
17	23		10736	467	643	
18	30	72608	37787	1260	444	281474
19					437	
20	57	72608	73777	1294	262	281474
21			10661		638	
22		50009	48807		445	213734
23					639	
24	96	1385521	110936	1156	402	5643017
25	349	4655385	291588	835	2030	26575345
26	# RO's	SALES	GROSS PROFIT	GP %	# RO's	SALES
27	373	56294	38780	6889	450A	421852
28	297	5142	3358	6531	451A	37667
29					493A	
30	436	151104	109648	7257	454A	951943
31	116	5739	4319	7526	455A	55362
32	1222	218279	156105	7152	9746	1466824
33	3	377	236	6260	450B	2752
34					451B	
35					493B	
36					454B	
37	37	8457	5578	6596	455B	44667
38	40	8834	5814	6581	187	47419
39	38	17145	1157	675	456	183487
40					657	
41					459	
42	1300	244258	161855	6626	10395	1697730
43		37591	16570	4408	460A	270351
44		119	65	5462	472A	975
45					494A	
46					462A	
47		101521	29296	2886	464A	655996
48		2845	798	2805	465A	26637
49	55	4872	2683	5507	466A	30318
50	147	23743	4402	1854	467A	222275
51	202	170691	53814	3153	1483	1206552
52		12655	5698	4503	460B	83465
53					472B	
54					494B	
55					462B	
56		876	249	2843	464B	2884
57		4611	2166	4698	465B	33327
58	69	33	321	97273	466B	7328
59	18	3516	641	1823	467B	20173
60	87	21691	9075	4184	559	147177
61					675	
62					481	
63		5580	316	566	491	35613
64		9469	2827	2986	490	62699
65					680	
66	289	207431	67592	3259	2042	1452041
67					500	
68					504	
69					505	
70					506	
71					507	
72					708	
73						
74		451689	229447	5080		3149771
75		5107074	521035	1020		29725116

Management Operating Information												
Additions To Income					Personnel Summary							
ACCT #	MONTH	YTD	Hyundai	New	Other	Combine	Used	Service	Parts	Body	Admin	Total
3	800											
4	801			3				1	1			6
5	803			11			4		3			18
6	805	101351						10				10
7	809	13927						4				4
8	TOTAL	115278					1	1	1		5	7
9	DEDUCTIONS FROM INCOME											
11	851											
12	853											
13	855	15140										
14	857											
15	858											
16	859	16680							2			5
17	TOTAL	31820					5	19	6			50
18	Hourly Labor Rates											
			Hyundai Mech.	Customer	Warranty	Internal						
			Hyundai Body	14000	13100	12000						
			Other Franchise Mech									
			Other Franchise Body									
Service Bays												
			Hyundai	17	3	1						
Cash Management												
			Service & Parts Receivables			Total						
			Warranty Receivables			308159						
			New Vehicles & Demo Inventory			165401						
			Used Vehicle Inventory			15884201						
			Parts & Accessories Inventory			1472374						
			Other Factory Receivables Incentives			123149						
			TOTAL			728271						
			TOTAL FROZEN CASH			18681555						
Inventory Analysis												
			New Demos			Units						
			New Vehicles			1						
			Used Vehicles			1						
			Parts & Accessories			1						
			TOTAL									
					Amt After LIFO Adj							
Service Technician Hours												
			Hyundai	Month	YTD	Other Franchise						
			Month	YTD	Month	YTD						
			Total Available Hours									
			Actual Hours Worked (incl. OT)									
			Total Hours Sold									
# of Service Customers												
			Hyundai	Month	YTD							
			Other	Month	YTD							
# of New Vehicle Ups												
			Hyundai	Month	YTD							
			Other	Month	YTD							
Service Rental Units												
			Hyundai Cars									
			Hyundai SUVs									
			Other Franchise Cars									
			Other Fran. Trucks/SUVs									
			TOTAL									