

# F&I PERFORMANCE Data FORM

To be provided by F & I Manager/ Retail Sales

Please use YTD total for month ending June

A		B		C		D		E	
		Year To Date Production							
Units		Non Lease New Vehicle	New Vehicle Lease	CPO-OWN	Non CPO Used	Total Units			
1	Units Delivered	353	79	181	14	809			
2	Finance or Lease Contracts	58		84		142			
3	Service Contracts	201		97		298			
4	Pre-Paid Maintenance								
5	Gap (2)	71		3		74			
6	Theft Deterrent								
7	Paint Sealant & Appearance	200		38		238			
8	Tire/Wheel								
9	Lease Care								
10	Other								
		Year To Date Income							
Incomes		Non Lease New Vehicle	New Vehicle Lease	CPO-OWN	Non CPO Used	Total Income			
11	Finance or Lease Reserve	47993		75908		123901			
12	Service Contracts	220410		105597		326017			
13	Pre-paid Maintenance								
14	Gap	38054		3353		41407			
15	Theft Deterrent								
16	Paint Sealant & Appearance	104929		5259		110188			
17	Tire/Wheel								
18	Lease Care								
19	Other					601513			
		Year To Date Charge backs							
Charge backs		Non Lease New Vehicle	New Vehicle Lease	CPO-OWN	Non CPO Used	Total Chargeback			
20	Finance or Lease Reserve								
21	Service Contracts								
22	Pre-paid Maintenance								
23	Gap								
24	Theft Deterrent								
25	Paint Sealant & Appearance								
26	Tire/Wheel								
27	Lease Care								
28	Other	-1776							