

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-OEM	Non CPO Used	Total Units	
1 Units Delivered	191	160	109	181	641	
2 Finance or Lease Contracts	130	160	67	112	469	
3 Service Contracts	72	0	41	68	181	
4 Pre-Paid Maintenance	52	43	3	4	102	
5 GAP	18	16	23	38	95	
6 Theft Deterrent	4	4	1	1	10	
7 Paint Sealant & Appearance	55	46	13	22	136	
8 Tire/Wheel	15	12	2	3	32	
9 Lease Care	0	61	0	0	61	
10 Other <u>Dent</u>	52	44	11	18	125	
	Year To Date Income					
Incomes	Non Lease New Vehicle	New Vehicle Lease	CPO-OEM	Non CPO Used	Total Income	
11 Finance or Lease Reserve	74,936	62,814	31,860	84,641	254,251	
12 Service Contracts	51,804	0	41,570	69,283	162,657	
13 Pre-Paid maintenance	14,419	12,086	819	1365	28,689	
14 GAP	6,085	5,101	6,405	10,675	28,266	
15 Theft Deterrent	574	482	128	213	1397	
16 Paint Sealant & Appearance	41,318	34,634	9,896	16,494	102,342	
17 Tire/Wheel	6,903	5,787	1,037	1,728	15,455	
18 Lease Care		43,424			43,424	
19 Other <u>Dent</u>	19,793	16,591	4,372	7,286	48,042	
	Year To Date Charge backs					
Charge backs	Non Lease New Vehicle	New Vehicle Lease	CPO-OEM	Non CPO Used	Total Chargeback	
20 Finance or Lease Reserve	5,175		7,241		12,416	
21 Service Contracts	40,641		45,070		85,711	
22 Pre-paid Maintenance	51,276		437		51,713	
23 GAP	3,331		4,095		7,426	
24 Theft Deterrent	0		0		0	
25 Paint Sealant & Appearance	400		-50		350	
26 Tire/Wheel	216		667		883	
27 Lease Care	0		0		0	
28 Other <u>Dent</u>	5,790		2,796		8,586	