

LN NO	OPERATING REPORT				 Financial Analysis Capabilities Through Systems FACTS 2.0		The Information in this report is supplied by Dealer and Dealer is solely responsible for the accuracy of the data contained in this report. GM disclaims responsibility for the accuracy of data.				LN NO				
1											1				
2	BUSINESS ASSOCIATE CODE										2				
3	114736										3				
4	FROM	JAN 2020		DEALER NAME		BOB STEELE CHEVROLET INC.				4					
5	THRU	JAN 2020		ADDRESS		2800 WEST KING ST				5					
6					CITY & STATE		COCOA, FL 32926				6				
7	ASSETS				NO		AMOUNTS		LIABILITIES		NO	AMOUNTS			
8	C	CASH ON HAND	200		447	C	A	CASH IN BANK CREDIT BALANCE	262						
9	A	CASH IN BANK	202		3879248	U	C	ACCTS PAYABLE - TRADE CREDITORS	300		751349				
10	S	CONTRACTS IN TRANSIT	205		690366	R	C	ACCOUNTS RECEIVABLE CREDIT BALANCE	220						
11	H	SECURITIES	260			R	C	CUSTOMER DEPOSITS	220						
12	TOTAL CASH AND CONTRACTS					4570061	R	U	WARRANTY CLAIM ADVANCE	305					
13	U	NET CUSTOMER RECEIVABLES	FROM 287		679164	E	U	NOTES PAYABLE - NEW VEHICLES & DEMOS	310		8546107				
14	R	FACTORY RECEIVABLES	281		281986	N	N	* MEMO: DELAYED PAYMENT - ACCT. 310							
15	R	DUE FROM FINANCE COMPANIES	262		124580	T	T								
16	R	WARRANTY CLAIMS	263		1059	L	L	NOTES PAYABLE - USED VEHICLES	311		78700				
17	R	INSURANCE COMMISSIONS RECEIVABLES	284			L	L	NOTES PAYABLE - LEASE & RENTAL UNITS	312						
18	TOTAL RECEIVABLES					1086789	A	A	NOTES PAYABLE - OTHER	314					
19	N	DEMONSTRATORS	1	230	33271	B	A	INTEREST PAYABLE	320		27607				
20	N	NEW CARS	18	231	498101	I	C	SALARIES, WAGES & COMMISSION PAYABLE	321		4850				
21	N	NEW TRUCKS	193	237	7507577	I	C	INSURANCE PAYABLE	322						
22	T	NEW MD TRUCKS		238		L	C	PAYROLL TAXES PAYABLE	323						
23	E	OTHER AUTOMOTIVE		239		T	U	SALES TAXES PAYABLE	324		129989				
24	N	USED CARS	103	240	1478129	J	E	OTHER TAXES PAYABLE	325		8100				
25	T	USED TRUCKS	202	241	4667782	E	D	INCOME TAXES PAYABLE	327						
26	A	PARTS & ACCESSORIES		242	798376	S	S	EMPLOYEE'S INCENTIVES / BONUSES PAYABLE	328		142246				
27	S	TIRES		243		L	L	OWNER'S BONUSES PAYABLE	329						
28	S	GAS, OIL & GREASE		244	11964	O	A	RETIREMENT BENEFITS PAYABLE	330						
29	S	PAINT & BODY SHOP MATERIALS		245	13502	G	J	OTHER PAYABLES	331		1332618				
30	S	SUBLET REPAIRS		246	41201	TOTAL CURRENT LIABILITIES						11021566	31		
31	S	WORK IN PROCESS - LABOR		247	16296	L	L	RESERVES & DEFERRALS	332						
32	E	OTHER		252		L	J								
33	T	MISC ASSETS RECEIVED IN TRADE		258	58778	O	A	NOTES PAYABLE - CAPITAL LOANS	334						
34	T	TIP & RESERVE	FROM 267			N	B	OTHER NOTES & CONTRACTS	336						
35	TOTAL INVENTORIES					15124977	G	J	DEFERRED TAXES	335					
36	S	PREPAID EXPENSES: TAXES		270		L	L	TOTAL	Ln 31 to 36		11021566				
37	T	INSURANCE		271	149930	T	I	OTHER NOTES - OWNERS	337						
38	H	OTHER		274	14272	E	T	MORTGAGES PAYABLE & FACILITY RELATED LOANS	335						
39	TOTAL CURRENT ASSETS					20946029	R	I	NOTES PAYABLE - AFFILIATED COMPANIES	338					
40	W	* DRIVER TRAINING - C + T		275		M	E	TOTAL LIABILITIES				Ln 31 to 41	11021566	42	
41	K	* LEASE & RENTAL - C + T		277		CORPORATION TYPE: s							43		
42	G	* L&R ACCUM. DEP.				NET	NWC ACTUAL (CA-CL)		9924463				44		
43	TOTAL CURRENT & WORKING ASSETS					20946029	WRKG.	NWC STANDARD		3759000				45	
44	FIXED ASSETS						CAP.	LEVERAGE: LT Debt / Net Worth						46	
45	ACCOUNT	COST	ACCUM. DEP.			PROFIT OR LOSS SUMMARY							47		
46	LAND	701273	280	701273	M	TOT	RTL	RTL	PROFIT /	NET WORTH			48		
47	BLDGS & IMP.	5092600	3642915	1449685	O	NEW	NEW	USED	LOSS	C	NET STOCKS		49		
48	LEASE HOLDS				N	JAN	71	71	145	233728	O	ADL PD IN CAP	360	360000	50
49	IT - HARDWARE	106344	106148	196	F	FEB					R	RET. EARNINGS	370	13511451	51
50	IT - SOFTWARE				E	MAR					P				52
51	M&S EQUIP	1012178	1165371	-153193	M	APR					R	DIVIDENDS	375		53
52	P&A EQUIP	54314	54315	-1	A	MAY					P	INVESTMENTS	380		54
53	FURN & FIXTRS	295471	263413	32058	J	JUN					O				55
54	CO. VEHICLES	135637	135636	1	J	JUL					P				56
55	OTHER				A	AUG					O				57
56	TOTALS (47 - 56)	7397817	5367798	2030019	S	SEP					P				58
57	* MEMO: CO VEHICLES - CARS TRUCKS 6						OCT				R				59
58	A	LIFE INSURANCE - CASH VALUE		281		N	NOV				I	DRAWINGS	390		60
59	S	NOTES & ACCOUNTS RECEIVABLE - OFFICERS		283	411731	T	DEC				I	TO BALANCE			61
60	S	NOTES & ACCOUNTS RECEIVABLE - OTHER		294	586621		TTL	71	71	145	233728				62
61	H	OTHER INVESTMENTS & MISC. ASSETS		296	1152345	PROFIT OR LOSS						399	233728	63	
62	TOTAL OTHER ASSETS					2150697	TOTAL NET WORTH							14105179	64
63	TOTAL ASSETS					25126745	TOTAL LIABILITIES & NET WORTH							25126745	65

LN NO	MECHANICAL DEPT				BODY SHOP DEPT.				PARTS & ACCESSORIES DEPT.				GENERAL & ADMINISTRATIVE		LN NO
	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	
1	NET SALES	356053	% Sls	356053	% Sls	194265	% Sls	194265	% Sls	607338	% Sls	607338	% Sls		1
2	GROSS PROFIT/INCOME	238540	6700	238540	6700	98941	5093	98941	5093	200350	3299	200350	3299		2
3	EXPENSES														3
4	VEH. SLSPLC COMP & OTHER	11													4
5	DELIVERY EXPENSE	13													5
6	POLICY WORK - VEHICLES	15													6
7	TOTAL VARIABLE		% Grs		% Grs		% Grs		% Grs		% Grs		% Grs	% TU Grs	7
8	SALAR. - OWN/ EXEC MGR	20	4200	154	4200	154	4200	333	4200	333	4200	305	4200	305	8
9	SALARIES - SUPERVISION	21	13026	476	13026	476	11600	919	11600	919	3700	268	3700	268	9
10	SALARIES - CLERICAL	22	18230	666	18230	666	7975	632	7975	632	4151	301	4151	301	10
11	OTHER SALAR. & WAGES	23	77352	2827	77352	2827	44648	3537	44648	3537	38957	2824	38957	2824	11
12	ABSENTEE COMPEN.	24	2724	100	2724	100	1702	135	1702	135	1010	73	1010	73	12
13	INCENT. - SUPERVISION	26	13646	499	13646	499	1199	95	1199	95	1199	87	1199	87	13
14	TAXES - PAYROLL	25	18845	689	18845	689	10879	862	10879	862	4763	345	4763	345	14
15	EMPLOYEE BENEFITS	27	15867	580	15867	580	13504	1070	13504	1070	3164	229	3164	229	15
16	RETIREMENT BENEFITS	29	2418	88	2418	88	1612	128	1612	128	1108	80	1108	80	16
17	TOTAL PERSONNEL		166308	6077	166308	6077	97319	7710	97319	7710	62252	4513	62252	4513	17
18	COMPANY VEHICLE EXP	51	539	20	539	20	527	42	527	42	673	49	673	49	18
19	OFFICE SUPPLIES & EXP	60	4571	167	4571	167	1887	150	1887	150	875	63	875	63	19
20	OTHER SUPPLIES	61	4864	178	4864	178	7039	558	7039	558	15	1	15	1	20
21	E-COMM ADVERT / FEES	63													21
22	ADVERTISING	65	14201	519	14201	519	1960	155	1960	155	4861	352	4861	352	22
23	ADVERTISING REBATES	64													23
24	CONTRIBUTIONS	66													24
25	POLICY WORK - PARTS & SERV	67	24701	903	24701	903	2484	197	2484	197	617	45	617	45	25
26	INFO TECH SERVICES	68	7323	268	7323	268	6809	539	6809	539	7922	574	7922	574	26
27	OUTSIDE SERV (OTHER)	69	16778	613	16778	613	3836	304	3836	304	6956	504	6956	504	27
28	TRAVEL & ENTERTAIN	70													28
29	MEMBER DUES & PUB	71	237	9	237	9	163	13	163	13	163	12	163	12	29
30	LEGAL & AUDITING EXP	72	500	18	500	18	500	40	500	40	500	36	500	36	30
31	TELEPHONE	74	1759	64	1759	64	1406	111	1406	111	1760	128	1760	128	31
32	TRAINING EXPENSE	75	5541	203	5541	203	3969	314	3969	314	3561	258	3561	258	32
33	INTEREST - FLOORPLAN	76													33
34	INT - FLOORPLAN CREDIT	78													34
35	INT - NOTES PAY.(OTHER)	79													35
36	INSURANCE - INVENTORY	56													36
37	BAD DEBT EXPENSE	57													37
38	FRT, POSTAGE & SHIP.	53	45	2	45	2	45	4	45	4	218	16	218	16	38
39	MISC EXPENSE	77	179	7	179	7	179	14	179	14	469	34	469	34	39
40	TOTAL SEMI-FIXED		81238	2969	81238	2969	30804	2440	30804	2440	28590	2073	28590	2073	40
41	RENT	80													41
42	AMORTIZ - LEASEHOLDS	81													42
43	REPAIRS - REAL ESTATE	82	508	19	508	19	4455	353	4455	353	172	13	172	13	43
44	DEPREC BLDGS & IMPRV	83	1440	53	1440	53	1320	105	1320	105	360	26	360	26	44
45	TAXES - REAL ESTATE	84	1944	71	1944	71	1701	135	1701	135	729	53	729	53	45
46	INSUR BLDGS & IMPROV	85	1382	51	1382	51	691	55	691	55	518	38	518	38	46
47	INTEREST - MORTGAGES	86													47
48	UTILITIES	87	1540	56	1540	56	1788	142	1788	142	706	51	706	51	48
49	SUB-TL RENT & RENT EQUIV		6814	249	6814	249	9955	789	9955	789	2485	180	2485	180	49
50	INSURANCE - OTHER	88	3118	114	3118	114	1559	124	1559	124	1169	85	1169	85	50
51	TAXES - OTHER	89													51
52	REPAIRS - EQUIPMENT	90	43	2	43	2	1133	90	1133	90	43	3	43	3	52
53	DEPREC - EQUIPMENT	91	79	3	79	3	79	6	79	6					53
54	EQUIPMENT RENTAL	92	44	2	44	2	44	4	44	4	44	3	44	3	54
55	TOTAL FIXED		10098	369	10098	369	12770	1012	12770	1012	3741	271	3741	271	55
56	TOTAL FIXED OVERHEAD		257644	9415	257644	9415	140893	1162	140893	1162	94583	6857	94583	6857	56
57	TOTAL EXPENSES		257644	9415	257644	9415	140893	1162	140893	1162	94583	6857	94583	6857	57
58	DEPT PROFIT OR LOSS		-19104	601	-19104	601	-41952	4240	-41952	4240	105767	5279	105767	5279	58
59	CUST PARTS GROSS TRANS		35118	1283	35118	1283	27286	2162	27286	2162	-62404	4524	-62404	4524	59
60	PRORATION OF G&A														60
61	DEPT PROFIT OR LOSS AFTER PRORATION		16014	585	16014	585	-14666	1162	-14666	1162	43363	3144	43363	3144	61
62	SERVICE CUSTOMER POSTED LABOR RATES														62
63	CUSTOMER LABOR	46XA		116		116		WARRANTY	462/472		109		109		63
64	EXT. SERV. CONT. LABOR	46XB		82		82		INTERNAL	463/473		105		105		64
65	QUICK SERV GOODWRENCH LAB	46XC		56		56		BODY SHOP - PAINT LABOR	470				42		65
66								BODY SHOP - BODY LABOR	471				42		66

LN NO	CHEVROLET	ACC	MONTH				YEAR-TO-DATE				LN NO
			UNITS SLD	SALES	GROSS PROF	PER UNIT SLD	UNITS SLD	SALES	GROSS PROF	PER UNIT SLD	
1	IMPALA	400A	1	35053	2591	2591	1	35053	2591	2591	1
2	DO NOT USE	401A									2
3	DO NOT USE	402A									3
4	SS	403A									4
5	MALIBU	404A	2	55303	-1585	-793	2	55303	-1585	-793	5
6	CAMARO	405A	5	149238	-1674	-335	5	149238	-1674	-335	6
7	DO NOT USE	406A									7
8	CORVETTE	407A									8
9	SPARK	408A									9
10	DO NOT USE	409A									10
11	DO NOT USE	410A									11
12	CRUZE	411A									12
13	VOLT	412A									13
14	SONIC	413A									14
15	BOLT	414A	1	44308	3442	3442	1	44308	3442	3442	15
16	DO NOT USE	415A									16
17	DO NOT USE	416A									17
18	OTHER CHEVY CAR	417A									18
19	OTHER CHEVY CAR	418A									19
20	TOTAL NEW CARS RETAIL		9	283902	2774	308	9	283902	2774	308	20
21	MEMO* e-CAR SALES	419A									21
22	TOTAL CAR FLEET	420A									22
23	TOTAL CAR INTERNAL	421A									23
24	TOTAL NEW CARS		9	283902	2774	308	9	283902	2774	308	24
25	DO NOT USE	423A									25
26	DO NOT USE	424A									26
27	EXPRESS	425A									27
28	CITY EXPRESS	426A									28
29	BLAZER	427A	4	172004	3722	931	4	172004	3722	931	29
30	COLORADO	428A	5	157002	-2614	-523	5	157002	-2614	-523	30
31	SILVERADO	429A	26	1290841	26959	1037	26	1290841	26959	1037	31
32	DO NOT USE	430A									32
33	TAHOE	431A	2	137737	4848	2424	2	137737	4848	2424	33
34	SUBURBAN	432A									34
35	TRAILBLAZER	433A									35
36	EQUINOX	434A	11	362473	7517	683	11	362473	7517	683	36
37	TRAX	435A	8	184849	-1314	-164	8	184849	-1314	-164	37
38	TRAVERSE	436A	6	217719	2849	475	6	217719	2849	475	38
39	MED DUTY - LCF	437A									39
40	MED DUTY - CONV	438A									40
41	TOTAL NEW TRUCKS RETAIL		62	2522625	41967	677	62	2522625	41967	677	41
42	MEMO* e-TRUCK SALES	439A									42
43	TOTAL TRUCK FLEET	440A									43
44	TOTAL TRUCK INTERNAL	441A									44
45	TOTAL NEW TRUCKS		62	2522625	41967	677	62	2522625	41967	677	45
46											46
47	ACCESSORIES	457A									47
48	TOTAL NEW VEHICLES		71	2806527	44741	630	71	2806527	44741	630	48
49						PNUS				PNUS	49
50											50
51	CHEVROLET	ACC	MONTH				YEAR-TO-DATE				51
52	DIVISIONAL EXT. WARRANTY	494A	CNTRS	SALES	REV / GROSS	PER CNTR	CNTRS	SALES	REV / GROSS	PER CNTR	52

LN NO	VARIABLE OPERATIONS	ACC NO	MONTH				YEAR-TO-DATE				LN NO
			UNITS SLD	SALES	GRS PROF	P.U.U.S	UNITS SLD	SALES	GRS PROF	P.U.U.S	
1	USED CARS RETAIL - GM CERTIFIED	446A									1
2	USED CARS RETAIL - OTHER	446B	53	782740	51893	979	53	782740	51893	979	2
3	*MEMO* RECON PER - CAR RTL	CERT			44707	844				844	3
4	USED TRUCKS RETAIL - GM CERTIFIED	450A	2	33943	-1590	-795	2	33943	-1590	-795	4
5	USED TRUCKS RETAIL - OTHER	450B	90	1945934	55571	617	90	1945934	55571	617	5
6	*MEMO* RECON PER - TRUCK RTL	CERT	1560	780	73863	821	CERTIFIED	780	OTHER	821	6
7	TOTAL USED RETAIL		145	2762617	105874	730	145	2762617	105874	730	7
8	USED CARS WHOLESALE	448	28	59300	2193	78	28	59300	2193	78	8
9	USED TO NEW - CAR RTL RATIO	649	7.5:1	ADJ USED CAR INV			3.6:1	ADJ USED CAR INV			9
10	USED TRUCKS WHOLESALE	452	18	123600	2253	125	18	123600	2253	125	10
11	USED TO NEW - TRUCK RTL RATIO	653	1.5:1	ADJ USED TRK INV			1.6:1	ADJ USED TRK INV			11
12	TOTAL USED WHOLESALE & ADJ		46	182900	4446	97	46	182900	4446	97	12
13	USED OTHER AUTOMOTIVE	456									13
14	TOTAL USED VEHICLE (PVS)		191	2945517	110320	578	191	2945517	110320	578	14
15	TOTAL NEW & USED (PVS)		262	5752044	155061	592	262	5752044	155061	592	15
16	TOTAL F&I AND PROT. PLANS			460776	236148	1093		460776	236148	1093	16
17	TOTAL VARIABLE L&R					PVR				PVR	17
18	TOTAL VARIABLE			6212820	391209	1811		6212820	391209	1811	18
19	FIXED OPERATIONS	ACC NO	MONTH				YEAR-TO-DATE				19
20			RO COUNTS	SALES	GRS PROF	% SALES	RO COUNTS	SALES	GRS PROF	% SALES	
21	CUST. LAB CARS & LD TRKS	460A	517	155508	116947	7520	517	155508	116947	7520	21
22	S/CNTR LAB - CARS & LD TRKS	460B	51	15324	10296	6719	51	15324	10296	6719	22
23	Q/SRV LAB - CARS & LD TRKS	460C	265	23674	17001	7181	265	23674	17001	7181	23
24	CUST. LAB COM. FLT & MD TRKS	461A									24
25	S/CNTR LAB COM. FLT & MD TRKS	461B									25
26	Q/SRV LAB COM. FLT & MD TRKS	461C	971	10648	2285	2146	971	10648	2285	2146	26
27	WARRANTY LABOR	462	549	57330	45267	7896	549	57330	45267	7896	27
28	INTERNAL LABOR	463	254	48233	35329	7325	254	48233	35329	7325	28
29	NEW VEHICLE INSP LABOR	464	134	16044	13085	8156	134	16044	13085	8156	29
30	ADJ COST OF LABOR SALES	665			-10033				-10033		30
31	SUB-TOTAL			326761	230177	7044		326761	230177	7044	31
32	SHOP SUPPLIES	469		4900	4822	9841		4900	4822	9841	32
33	SUBLET REPAIRS	466		24392	3541	1452		24392	3541	1452	33
34	TOTAL MECHANICAL		2741	356053	238540	6700	2741	356053	238540	6700	34
35	CUSTOMER PAINT LABOR	470	123	45044	27161	6030	123	45044	27161	6030	35
36	CUSTOMER BODY LABOR	471	150	94818	56644	5974	150	94818	56644	5974	36
37	WARRANTY CLAIM LABOR	472	4	1245	1050	8434	4	1245	1050	8434	37
38	INTERNAL LABOR	473	15	2488	967	3887	15	2488	967	3887	38
39	ADJ COST OF LABOR SALES	676			-865				-865		39
40	SUB-TOTAL			143595	84957	5916		143595	84957	5916	40
41	SUBLET REPAIRS	476		19102	1594	835		19102	1594	835	41
42	PAINT & SHOP MATERIALS	479		31568	12390	3925		31568	12390	3925	42
43	TOTAL BODY SHOP		292	194265	98941	5093	292	194265	98941	5093	43
44	TOTAL SERVICE DEPARTMENT		3033	550318	337481	6133	3033	550318	337481	6133	44
45	WARRANTY CLAIMS	480		59606	27840	4671		59606	27840	4671	45
46	MECH. CARS & LD TRUCKS R.O.	467 (460A & 460B)		132330	57192	4322		132330	57192	4322	46
47	MECH. COM. FLT & MD TRKS R.O.	468 (461A & 461B)		17277	6490	3756		17277	6490	3756	47
48	MECH QUICK MECH R.O.	478 (460C & 461C)		23787	6554	2755		23787	6554	2755	48
49	BODY CUST. R.O.	477 (470 & 474)		175805	54573	3104		175805	54573	3104	49
50	INTERNAL	481		31432	8342	2654		31432	8342	2654	50
51	COUNTER - RETAIL	482		34054	6313	1854		34054	6313	1854	51
52	WHOLESALE	483		70805	9764	1379		70805	9764	1379	52
53	ACCESSORIES	484									53
54	PURCHASE ALLOWANCES	667			11584				11584		54
55	ADJ. P&A INVENTORY	680									55
56	TOTAL P&A			545096	188652	3461		545096	188652	3461	56
57	TIRES	490		27486	7638	2779		27486	7638	2779	57
58	GAS, OIL & GREASE	491		34756	4060	1168		34756	4060	1168	58
59	MISCELLANEOUS	492									59
60	TOTAL OTHER			62242	11698	1879		62242	11698	1879	60
61	TOTAL P&A DEPARTMENT		MTH FIXED COVERAGE	607338	200350	3299	YTD FIXED COVERAGE	607338	200350	3299	61
62	TOTAL FIXED		6493%	1157656	537831	4646	6493%	1157656	537831	4646	62
63	TOTAL ALL DEPARTMENTS			7370476	929040	1261		7370476	929040	1261	63

LN NO	FINANCE, INSURANCE & PROT. PLAN ACTIVITY	QTY	MONTH				YEAR-TO-DATE				LN NO
			CNTRS	SALES	REV./GROSS	PER CNTR	CNTRS	SALES	REV./GROSS	PER CNTR	
1	FINANCE INCOME - NEW	806	60	50135	50135	836	60	50135	50135	836	1
2	INSUR. COMM. EARNED - NEW	807	27	20162	20162	747	27	20162	20162	747	2
3	FIN. & INSUR. CHARGEBACKS	850			(11802)				(11802)		3
4	ACCESSORIES	810									4
5	DIVISIONAL EXT. WARRANTIES	494									5
6	GM PROT. PLANS	443	21	57637	25881	1232	21	57637	25881	1232	6
7	OTHER PROT. PLANS	444	53	38115	22859	431	53	38115	22859	431	7
8	REPO. LOSSES - NEW	853									8
9	F&I COMP	855			14156	PVR			14156	PVR	9
10	NEW F&I PROT. PLAN INCOME			166049	93079	1311		166049	93079	1311	10
11	FINANCE INCOME - USED	808	91	58541	58541	643	91	58541	58541	643	11
12	INSUR. COMM. EARNED - USED	809	66	35145	35145	533	66	35145	35145	533	12
13	FIN. & INSUR. CHARGEBACKS	851			(26277)				(26277)		13
14	ACCESSORIES	811									14
15	DIVISIONAL EXT. PR. PRODUCT	495									15
16	GM PROT. PLANS	454	64	165912	77842	1216	64	165912	77842	1216	16
17	OTHER PROT. PLANS	455	54	35129	20764	385	54	35129	20764	385	17
18	REPO. LOSSES - USED	854									18
19	F&I COMP	856			22946	PVR			22946	PVR	19
20	USED F&I PROT. PLAN INCOME		CNTRS				CNTRS				20
21	TOTAL F&I INCOME		436	460776	143069	1093	436	460776	143069	1093	21

SUPPLEMENTAL INVENTORY ANALYSIS											
LN	INVENTORIES	ACC	GM (A)				NON-GM (B)				LN
			NO	UNITS	\$\$	LIFO RES	AFTER LIFO	UNITS	\$\$	LIFO RES	
24	NEW VEHICLES										24
25	DEMONSTRATORS	230	1	33271		33271					25
26	CARS	231	18	498101		498101					26
27	TRUCKS	237	193	7507577		7507577					27
28	MEDIUM DUTY TRUCKS	235									28
29	OTHER AUTO	238									29
30	USED VEHICLES		< 45 DAY IN STOCK		> 45 DAYS IN STOCK		TOTAL USED UNITS IN STOCK				30
31	CARS	240	49	591277	54	887795	103	1479072		1479072	31
32	TRUCKS	241	94	1943380	108	2727269	202	4670649		4670649	32
33											33
34	PARTS & ACCESSORIES	242		798376		798376					34
35	PARTS CORES	242A									35
36	OTHER INVENTORIES	243, 244, 245 & 25B		84244		84244					36
37	TOTAL LIFO RESERVE										37
38	WORK-IN-PROCESS LABOR-SERVICE	247A		4489		4489					38
39	WORK-IN-PROCESS LABOR-BODY	247B								11807	39

DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)										
LN	POSITION	NEW	USED	L&R	F&I	MECHANICAL	BODY	PARTS	G&A	TOTAL
41	OWNERS / EXEC MGRS	6	6				6	6		30
42	SUPERVISORS	42	32		30	22	12	2		140
43	VEH. SRV & PRTS SLSPL	140	140			50	40	60		430
44	TECHNICIANS					150	100			250
45	CLERICAL	26	36			56	16	6		140
46	OTHERS	10	40			120	30	20		220
47	TOTAL	224	254		30	404	204	94		1210
48	TOTAL HIRED YTD									
49	TOTAL TERMINATED YTD									

DEALERSHIP CUSTOMER RECEIVABLES										
LN	RETURN ON INVESTMENT	CUSTOMER RECEIVABLES	TOTAL	NOT DUE	P	31-60 DAYS	61-90 DAYS	OVR 90 DAYS	A	S
52	%	210 VEHICLES								
53		210 OTHER								
54		220 VEHICLES	540878	540878						
55		220 L&R	26848	26848						
56		220 SERVICE & PARTS	106664	87825						
57		220 OTHER	6532	6532		4872	1250	12717		
58		TOTAL CUSTOMER REC.	680922	662083		4872	1250	12717		
59		300 A/P DEBIT BAL								
60		340 LESS ALLOW. DOUBTFUL ACCTS.	-1758							
61		NET CUSTOMER RECEIVABLES	679164							
62										

NEW VEHICLE SALES SUMMARY										
LN	DESCRIPTION	MONTH				YEAR-TO-DATE				LN
		UNITS SLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SLD	SALES	GROSS PROF.	PER UNIT SLD	
64	TOTAL NEW CARS RETAIL	9	283902	2774	308	9	283902	2774	308	64
65	TOTAL NEW CARS FLEET & INTERNAL									65
66	TOTAL NEW CARS	9	283902	2774	308	9	283902	2774	308	66
67	TOTAL NEW TRUCKS RETAIL	62	2522625	41967	677	62	2522625	41967	677	67
68	TOTAL NEW TRUCKS FLEET & INTERNAL									68
69	TOTAL NEW TRUCKS	62	2522625	41967	677	62	2522625	41967	677	69
70	NEW OTHER AUTOMOTIVE (PNVR)									70
71	ACCESSORIES									71
72	TOTAL NEW VEHICLES	71	2806527	44741	630	71	2806527	44741	630	72
73	*MEMO* TOTAL NEW VEH. RTL.	71	2806527	44741	630	71	2806527	44741	630	73