

GENERAL MOTORS DEALER OPERATING REPORT

LN NO	BUSINESS UNIT			Finance Analysis Combining Through System	LN NO
1					1
2	DEALER "BAC" CODE				2
3	117194	DEALER NAME	SUBURBAN CADILLAC OF TROY		3
4	FROM JAN 2020	ADDRESS	1810 MAPLELAWN DR		4
5	THRU JAN 2020	CITY & STATE	TROY MI 48084		5

LN	ASSETS	NO	AMOUNT	LN	LIABILITIES	NO	AMOUNT
7	CASH ON HAND	202	800	7	CASH IN BANK CREDIT BALANCE	202	
8	CASH IN BANK	202	255886	8	ACCOUNTS PAYABLE - TRADE CREDITORS	300	753338
9	CONTRACTS IN TRANSIT	202	2003144	9	ACCOUNTS RECEIVABLE CREDIT BALANCE	220	
10	SECURITIES	250		10	CUSTOMER DEPOSITS	220	
11				11	WARRANTY CLAIMS ADVANCE	306	
12	TOTAL CASH AND CONTRACTS (LINES 7 THRU 11)		2259830	12	NOTES PAYABLE - NEW VEHICLES & DEMOS	310	14493235
13	NET CUSTOMER RECEIVABLES	202	5939850	13	*MEMO: DELAYED PAYMENT - ACCT. 310		
14	FACTORY RECEIVABLES	202	1209844	14			
15	DUE FROM FINANCE COMPANIES	202	37910	15	NOTES PAYABLE - USED VEHICLES	311	
16	WARRANTY CLAIMS	202	144048	16	NOTES PAYABLE - LEASE & RENTAL UNITS	312	6994673
17	INS. COMMISSIONS RECEIVABLE	202		17	NOTES PAYABLE - OTHER	314	
18				18			
19	TOTAL RECEIVABLES (LINES 13 THRU 17)		7331652	19	INTEREST PAYABLE	320	61078
20	DEMONSTRATORS (PAGE 7, LINE #4)	1	82473	20	SALARIES, WAGES & COMM. PAYABLE	321	304794
21	NEW CARS (PAGE 7, LINE #8)	203	11724411	21	INSURANCE PAYABLE	322	
22	NEW TRUCKS (PAGE 7, LINE #8)	203		22	PAYROLL TAXES PAYABLE	323	
23	NEW MEDIUM DUTY TRUCKS (PAGE 7, LINE #7)	203		23	SALES TAXES PAYABLE	324	47670
24	OTHER AUTOMOTIVE	203		24	OTHER TAXES PAYABLE	325	12234
25	USED CARS (PAGE 7, LINE #1)	86	1808222	25	INCOME TAXES PAYABLE	327	
26	USED TRUCKS (PAGE 7, LINE #2)	201		26	EMPLOYEE'S INCENTIVES/BONUSES PAYABLE	328	
27	PARTS AND ACCESSORIES	203	1489839	27	OWNERS BONUSES PAYABLE	329	
28	TIRES	203	17062	28	RETIREMENT BENEFITS PAYABLE	330	
29	GAS, OIL AND GREASE	203	33566	29	OTHER PAYABLES	331	1263722
30	PAINT AND BODY SHOP MATERIALS	203		30			
31	SUBLET REPAIRS	203	879	31	TOTAL CURRENT LIABILITIES (LINES 19 THRU 30)		23930744
32	WORK IN PROCESS - LABOR	203	9419	32	RESERVES AND DEFERRALS	332	
33	OTHER	203		33			
34	MISC. ASSETS RECEIVED IN TRADE	203		34	NOTES PAYABLE - CAPITAL LOANS	334	
35	TOTAL LIFE RESERVE	203	150060	35	OTHER NOTES & CONTRACTS	336	
36	TOTAL INVENTORIES (LINES 20 THRU 35)		15015811	36	DEFERRED TAXES	333	
37	PREPAID EXPENSES:			37	TOTAL (LINES 31 THRU 36)		23930744
38	TAXES	271		38	OTHER NOTES - OWNERS	337	
39	INSURANCE	271		39	MORTGAGES PAYABLE & FACILITY RELATED LOANS	335	
40	OTHER	271	4961077	40	NOTES PAYABLE - AFFILIATED COMPANIES	338	
41	TOTAL CURRENT ASSETS (LINES 37 THRU 40)		29568370	41			
42	OWNER TRAINING CARS & TRUCKS	271		42	TOTAL LIABILITIES (LINES 37 THRU 41)		23930744
43	LEASE & RENTAL CARS & TRUCKS (PAGE 9, LINE #2)	127	6849884	43			
44	LEASE & RENTAL ACCUMULATED DEP			44			
45	TOTAL CURRENT AND WORKING ASSETS (LINES 41 THRU 43)		36418254	45			

LN	CORPORATION TYPE:			LN	NET	AMOUNT
46	NET	NWC ACTUAL (CA-CL)	12637570	46	NET	4305000
47	WRKR	NWC STANDARD	4305000	47	CAP	LEVERAGE: LT Debt/Net Worth

LN	FIXED ASSETS	COST	ACCOM DEP.	LN	PROFIT OR LOSS SUMMARY	AMOUNT
47	LAND	200		47	TOTAL NEW	124
48	BLDG. & IMPROV.			48	RETAIL NEW	124
49	LEASE HOLDS	280798	280798	49	RETAIL USED	44
50	IT - HARDWARE	87306	87306	50	PROFIT/LOSS	99006
51	IT - SOFTWARE			51		
52	M & S EQUIPMENT	758033	713692	52	NET WORTH	
53	P & A EQUIPMENT	11265	11265	53	NO.	
54	FURN. & FIXTURES	657358	657358	54	CAPITAL STOCK & ADDL. PAID IN CAPITAL	360
55	COMPANY VEHICLES	379947	291082	55	RET. EARNINGS	370
56	OTHER			56	DIVIDENDS	375
57	TOTALS (LINES 47-56)	2174707	2041501	57	INVESTMENTS	380
58				58	PROPRIETARY	830828

LN	OTHER ASSETS	NO	AMOUNT	LN	TOTAL NET WORTH	AMOUNT
59	* MEMO: CO. VEHICLES - CARS	1		59		
60	LIFE INSURANCE - CASH VALUE	201		60		
61	NOTES & ACCOUNTS RECEIVABLE - OFFICERS	201		61		
62	NOTES & ACCOUNTS RECEIVABLE - OTHER	201		62		
63	OTHER INVESTMENTS & MISC. ASSETS	203	-11690882	63	TOTAL NET WORTH (LINES 59 THRU 63)	929834
64	TOTAL OTHER ASSETS (LINES 59 THRU 63)		-11690882	64	TOTAL LIABILITIES & NET WORTH (LINES 42 & 64)	24860578
65	TOTAL ASSETS (LINES 44, 47 & 64)		24860578	65		

VARIABLE OPERATIONS - DEPARTMENT PROFITABILITY

LN NO		NEW VEHICLE DEPT. (01)				USED VEHICLE DEPT. (02)				LEASE AND RENTAL DEPT. (03)				FIN. IN. & PROF. PLAN'S INCOME (05)		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			
1	NET SALES	6374354	6374354	1186752	1186752							230565	230565	1		
2	GROSS PROFIT/INCOME	130821	130821	130698	130698							107340	107340	2		
3	EXPENSES													3		
4	VEHICLE SALESPEOPLE COMPENSATION & OTHER	82345	82345	21003	21003							664	664	4		
5	DELIVERY EXPENSE	7102	7102	1490	1490									5		
6	POLICY WORK - VEHICLES	2078	2078	2416	2416							477	477	6		
7	TOTAL VARIABLE	91525	91525	24909	24909									7		
8	SALARIES - EXECUTIVE MANAGERS	11499	11499	5749	5749							55	55	8		
9	SALARIES - SUPERVISION	36502	36502	17867	17867									9		
10	SALARIES - CLERICAL	4379	4379	2190	2190									10		
11	OTHER SALARIES AND WAGES	16791	16791	12301	12301									11		
12	ABSENTEE COMPENSATION	8800	8800	4400	4400									12		
13	INCENTIVES - SUPERVISION													13		
14	TAXES - PAYROLL	21200	21200	10600	10600									14		
15	EMPLOYEE BENEFITS	14037	14037	7212	7212									15		
16	RETIREMENT BENEFITS	7364	7364	3682	3682									16		
17	TOTAL PERSONNEL	120572	120572	64001	64001									17		
18	COMPANY VEHICLE EXPENSE	3239	3239	668	668									18		
19	OFFICE SUPPLIES & EXPENSES	4696	4696	2656	2656									19		
20	OTHER SUPPLIES	5948	5948	2358	2358									20		
21	COMMERCE ADVERTISING FEES	2173	2173	1	1									21		
22	ADVERTISING	27144	27144	21422	21422									22		
23	ADVERTISING REBATES	82792	82792									-431	-431	23		
24	CONTRIBUTIONS													24		
25	POLICY WORK - PARTS & SERVICE													25		
26	INFORMATION TECHNOLOGY SERVICES	10790	10790	5970	5970									26		
27	OUTSIDE SERVICES (OTHER)	11429	11429	7850	7850									27		
28	TRAVEL & ENTERTAINMENT	1450	1450	725	725									28		
29	MEMBERSHIP DUES & PUBLICATIONS	289	289	289	289									29		
30	LEGAL & AUDITING EXPENSE													30		
31	TELEPHONE	1268	1268	634	634									31		
32	TRAINING EXPENSE	11525	11525	5	5									32		
33	INTEREST - FLOORPLAN	143842	143842											33		
34	INTEREST - FLOORPLAN CREDIT	107789	107789									291	291	34		
35	INTEREST - NOTES PAYABLE (OTHER)													35		
36	INSURANCE - INVENTORY													36		
37	BAD DEBT EXPENSE													37		
38	FREIGHT, POSTAGE & SHIPPING	930	930	841	841									38		
39	MISCELLANEOUS EXPENSE													39		
40	TOTAL SEMI-FIXED	34142	34142	43413	43413									40		
41	RENT	27000	27000	13500	13500									41		
42	AMORTIZATION - LEASEHOLDS													42		
43	REPAIRS - REAL ESTATE	6642	6642	3321	3321									43		
44	REPAIRS - EQUIPMENT													44		
45	TAXES - REAL ESTATE	3360	3360	1680	1680									45		
46	INSURANCE - BUILDINGS & IMPROVEMENTS	400	400	200	200									46		
47	INTEREST - MORTGAGES													47		
48	UTILITIES	8000	8000	4000	4000									48		
49	SUBSIDIARY NETS (NON-EQUIVALENT)	45402	45402	22701	22701									49		
50	INSURANCE - OTHER	5380	5380	1235	1235									50		
51	TAXES - OTHER	640	640	320	320									51		
52	REPAIRS - EQUIPMENT	52	52	26	26									52		
53	DEPRECIATION - EQUIPMENT	2800	2800	1400	1400									53		
54	EQUIPMENT RENTAL	4191	4191	2096	2096									54		
55	TOTAL FIXED	58465	58465	27778	27778									55		
56	TOTAL FIXED OVERHEAD	213179	213179	135192	135192									56		
57	TOTAL EXPENSES	304704	304704	160101	160101									57		
58	DEPRECIATION DISCLOS. LOSS (EXPENSE)	-173883	-173883	-29403	-29403									58		
59	FINANCE & BUSINESS & PROFESSIONAL INCOME TRANSFER	83387	83387	23953	23953							107340	107340	59		
60	PRORATA OF SEA													60		
61	ADDITIONS TO INCOME	-90496	-90496	-5450	-5450									61		
62	ADDITIONS TO INCOME													62		
63	BAD DEBTS RECOVERED													63		
64	CASH DISCOUNTS EARNED	653	653							1000	1000			64		
65	OTHER INCOME	41791	41791							157012	157012			65		
66	GM REIMBURSEMENTS	150000	150000											66		
67	DOCUMENT HANDLING FEES	36637	36637											67		
68	AMOUNT TO BALANCE	-6	-6											68		
69	NET ADDITIONS AND DEDUCTIONS (LINES 63 - 68)									71063	71063			69		

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LN NO	VARIABLE OPERATIONS CONTINUED	ACC NO.	MONTH				YEAR-TO-DATE				LN NO
			UNITS SOLD	SALES	GROSS PROFIT	P.U.S.	UNITS SOLD	SALES	GROSS PROFIT	P.U.S.	
1	USED CARS RETAIL - CERTIFIED	402A	24	750572	62523	2605	24	750572	62523	2605	1
2	USED CARS RETAIL - OTHER	402B	11	157498	32307	2937	11	157498	32307	2937	2
3	'MEMO' RECON. PER. - CAR RETAIL										
4	USED TRUCKS RETAIL - CERTIFIED	403A	2	81813	6670	3335	2	81813	6670	3335	4
5	USED TRUCKS RETAIL - OTHER	403B	7	95937	11494	1642	7	95937	11494	1642	5
6	'MEMO' RECON. PER. - TRUCK RETAIL										
7	TOTAL USED RETAIL (LINES 1-7, 4-6)		44	1085820	112994	2568	44	1085820	112994	2568	7
8	USED CARS WHOLESALE	404	14	100932	17704	1265	14	100932	17704	1265	8
9	USED TO NEW - CAR RETAIL RATIO	405	1.8 : 1				1.8 : 1				9
10	USED TRUCKS WHOLESALE	406									10
11	USED TO NEW - TRUCK RETAIL RATIO	407	0.1 : 1				0.1 : 1				11
12	TOTAL USED WHOLESALE & ADJUSTMENT (LINES 8 THRU 11)		14	100932	17704	1265	14	100932	17704	1265	12
13	USED OTHER AUTOMOTIVE	408									13
14	TOTAL USED VEHICLE (PVR) (LINES 7, 12, 13)		58	1186752	130698	2253	58	1186752	130698	2253	14
15	TOTAL NEW & USED (PVR) (LINE 15, 16, 17, 18, 19)		182	7561106	261519	1437	182	7561106	261519	1437	15
16	TOTAL FINANCE & INSURANCE AND PROTECTION PLANS			230565	107340	639		230565	107340	639	16
17	TOTAL VARIABLE LEASE & RENTAL										17
18	TOTAL VARIABLE (LINES 15 THRU 17)			7791671	368859	2196		7791671	368859	2196	18
19											19
20	FIXED OPERATIONS										20
21	CUSTOMER LABOR CARS & LIGHT DUTY TRUCKS	409A	696	148180	110754	7474	696	148180	110754	7474	21
22	SERV/CONTRACT LABOR CARS & LIGHT DUTY TRUCKS	409B									22
23	ONSERVICE LABOR CARS & LIGHT DUTY TRUCKS	409C	382	8591	5000	5820	382	8591	5000	5820	23
24	CUSTOMER LABOR COM. FLEET & MED. DUTY TRUCKS	410A									24
25	SERV/CONTRACT LAB COM. FLEET & MED. DUTY TRUCKS	410B									25
26	ONSERVICE LABOR COM. FLEET & MED. DUTY TRUCKS	410C									26
27	WARRANTY CLAIM LABOR	411	1075	160095	125284	7826	1075	160095	125284	7826	27
28	INTERNAL LABOR	412	161	28278	19427	6870	161	28278	19427	6870	28
29	NEW VEHICLE INSPECTION LABOR	413	300	30884	27675	8961	300	30884	27675	8961	29
30	ADJUSTMENT COST OF LABOR SALES	414			338				338		30
31	SUB-TOTAL (LINES 21 THRU 30)			376028	287802	7654		376028	287802	7654	31
32	SHOP SUPPLIES	415									32
33	SUBLET REPAIRS	416		6901	296	429		6901	296	429	33
34	TOTAL MECHANICAL (LINES 31 THRU 33)		2614	382929	288098	7524	2614	382929	288098	7524	34
35	CUSTOMER PAINT LABOR	417									35
36	CUSTOMER BODY LABOR	418									36
37	WARRANTY CLAIM LABOR	419									37
38	INTERNAL LABOR	420									38
39	ADJUSTMENT COST OF LABOR SALES	421									39
40	SUB-TOTAL (LINES 35 THRU 39)										40
41	SUBLET REPAIRS	422									41
42	PAINT & SHOP MATERIALS	423									42
43	TOTAL BODY SHOP (LINES 40 THRU 42)										43
44	TOTAL SERVICE DEPT. (LINES 34, 43)		2614	382929	288098	7524	2614	382929	288098	7524	44
45	WARRANTY CLAIMS	424		91477	26515	2899		91477	26515	2899	45
46	PARTS CARS & LIGHT DUTY TRUCKS P.O.	425		101838	44230	4343		101838	44230	4343	46
47	PARTS COM. FLEET & MEDIUM DUTY TRUCKS P.O.	426									47
48	PARTS QUICK SERVICE P.O.	427		8105	3065	3782		8105	3065	3782	48
49	BODY CUSTOMER P.O.	428									49
50	INTERNAL	429		36241	12370	3413		36241	12370	3413	50
51	COUNTER - RETAIL	430		7725	2323	3007		7725	2323	3007	51
52	WHOLESALE	431		878447	51815	590		878447	51815	590	52
53	ACCESSORIES	432									53
54	PURCHASE ALLOWANCES	433			80972				80972		54
55	ADJUSTMENT - PARTS & ACCESSORIES INVENTORY	434			1247				1247		55
56	TOTAL PARTS & ACCESSORIES (LINES 45 THRU 55)			1123833	222537	1980		1123833	222537	1980	56
57	TIRES	435		134490	6982	519		134490	6982	519	57
58	GAS, OIL & GREASE	436		59729	6291	1053		59729	6291	1053	58
59	MISCELLANEOUS	437									59
60	TOTAL OTHER (LINES 57 THRU 59)			194219	13273	683		194219	13273	683	60
61	TOTAL PARTS & ACCESSORIES DEPT. (LINES 56, 60)			1318052	235810	1789		1318052	235810	1789	61
62	TOTAL FIXED (LINES 44, 61)		700	1700981	523908	3080	700	1700981	523908	3080	62
63	TOTAL ALL DEPARTMENTS (LINES 18, 62)			9492652	892767	940		9492652	892767	940	63

ADDITIONAL DATA

LN NO	FINANCE, INSURANCE & PROTECTION PLAN ACTIVITY	ACC NO	MONTH				YEAR-TO-DATE				LN NO
			UNITS	SALES	REV/GROSS	PER UNIT	UNITS	SALES	REV/GROSS	PER UNIT	
1	FINANCE INCOME - NEW	500	114	27438	27438	241	114	27438	27438	241	1
2	INSURANCE COMMISSION EARNED - NEW	607									2
3	FINANCE & INSURANCE CHARGEBACKS	600									3
4	ACCESSORIES	610									4
5	DIVISIONAL EXT. WARRANTIES	608									5
6	GM PROTECTION PLANS	640	14	11147	5607	401	14	11147	5607	401	6
7	OTHER PROTECTION PLANS	644	102	110846	73516	721	102	110846	73516	721	7
8	REPOSSESSION LOSSES - NEW	650									8
9	FINANCE & INSURANCE MANAGER COMMISSIONS	658			23174	PVR			23174	PVR	9
10	NEW FINANCE & INS. AND PROTECTION PLAN INCOME (LINES 1 THRU 9)			149431	83387	672		149431	83387	672	10
11	FINANCE INCOME - USED	608	29	8822	8822	304	29	8822	8822	304	11
12	INSURANCE COMMISSION EARNED - USED	600									12
13	FINANCE & INSURANCE CHARGEBACKS	601									13
14	ACCESSORIES	611									14
15	DIVISIONAL EXTENDED PROTECTION PRODUCTS	605									15
16	GM PROTECTION PLANS	640	28	65211	30432	1087	28	65211	30432	1087	16
17	OTHER PROTECTION PLANS	644	14	7101	5345	382	14	7101	5345	382	17
18	REPOSSESSION LOSSES - USED	654									18
19	FINANCE & INSURANCE MANAGER COMMISSIONS	658			20646	PVR			20646	PVR	19
20	USED FINANCE & INSURANCE & PROT PLAN INCOME (LINES 11 THRU 19)			81134	23953	544		81134	23953	544	20
21	TOTAL FINANCE & INSURANCE INCOME (LINES 1-21)			230565	107340	639		230565	107340	639	21

SPECIAL INVENTORY ANALYSIS

LN NO	INVENTORIES	ACC NO	GM (A)				NON-GM (B)				
			UNITS	\$\$	LIFO RES.	AFTER LIFO	UNITS	\$\$	LIFO RES.	AFTER LIFO	
24	NEW VEHICLES										24
25	DEMONSTRATORS	200	1	82473		82473					25
26	CARS	203	203	11724411	150060	11574351					26
27	TRUCKS	207									27
28	MEDIUM DUTY TRUCKS	228									28
29	OTHER AUTO	230									29
30	USED VEHICLES		LESS THAN 45 DAYS IN STOCK		MORE THAN 45 DAYS IN STOCK		TOTAL USED UNITS IN STOCK				
31			UNITS	\$\$	UNITS	\$\$	UNITS	\$\$	LIFO RES.	AFTER LIFO	31
32	CARS	210	53	1276227	33	531995	86	1808222		1808222	32
33	TRUCKS	211									33
34			GM (A)	\$\$	LIFO RES.	AFTER LIFO	NON-GM (B)	\$\$	LIFO RES.	AFTER LIFO	34
35	PARTS AND ACCESSORIES	212		1489839		1489839					35
36	PARTS CORES	213									36
37	OTHER INVENTORIES	214		50628		50628					37
38	TOTAL LIFO RESERVE (LINES 25 THRU 37)					150060					38
39	WORK-IN-PROCESS LABOR - SERVICE			9419							39
39	WORK-IN-PROCESS LABOR - BODY										39

DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)

LN NO	POSITION	NEW	USED	L & R	F & I	MECH	BODY	PARTS	G & A	TOTAL
42	OWNERS / EXECUTIVE MANAGERS	2	2		2		2			10
43	SUPERVISORS	12	12	11	21		32		7	95
44	VEHICLE, SERVICE & PARTS SALESPEOPLE	115	50				70		70	305
45	TECHNICIANS						240			240
46	CLERICAL	30	30				60		30	200
47	OTHERS	60	25				105		50	240
48	TOTAL (LINES 42 THRU 47)	219	119	13	21	509		159	50	1090
49	TOTAL HIRED YEAR-TO-DATE									
50	TOTAL TERMINATED YEAR-TO-DATE									

DEALERSHIP CUSTOMER RECEIVABLES

LN NO	RETURN ON INVESTMENT	CUSTOMER RECEIVABLES	TOTAL	NOT DUE	AGE		
					31-60 DAYS	61-90 DAYS	OVER 90 DAYS
53	121.1%	210 VEHICLES	1043651	1043651			
54		210 OTHER					
55		220 VEHICLES					
56		220 LEASE & RENTAL					
57	8.35%	220 SERVICE & PARTS	4959699	4959699			
58		220 OTHER					
59		TOTAL CUSTOMER RECEIVABLES (LINES 53 THRU 59)	6003350	6003350			
60		300 A/P DEBIT BALANCE					
61		300 LESS ALLOWANCE DOUBTFUL ACCOUNTS	63500				
62		NET CUSTOMER RECEIVABLES (LINES 59 & 61)	5939850				
63					MEMO ITEMS	MONTH	YEAR-TO-DATE
63					CASH SALES		

NEW VEHICLE SALES SUMMARY

LN NO	NEW VEHICLE SALES SUMMARY	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
65	TOTAL NEW CARS RETAIL	20	1272703	40309	2015	20	1272703	40309	2015
66	TOTAL NEW CARS FLEET & INTERNAL								
67	TOTAL NEW CARS (LINES 65, 66)	20	1272703	40309	2015	20	1272703	40309	2015
68	TOTAL NEW TRUCKS RETAIL	104	5101651	90512	870	104	5101651	90512	870
69	TOTAL NEW TRUCKS FLEET & INTERNAL								
70	TOTAL NEW TRUCKS (LINES 68, 69)	104	5101651	90512	870	104	5101651	90512	870
71	MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾								
72	MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾								
73	NEW OTHER AUTOMOTIVE								
74	ACCESSORIES								
75	TOTAL NEW VEHICLES (LINES 67, 70 THRU 74)	124	6374354	130821	1055	124	6374354	130821	1055
76	MEMO TOTAL NEW RETAIL VEHICLES (LINES 65, 68)	124	6374354	130821	1055	124	6374354	130821	1055

LEASE AND RENTAL ACTIVITY

LN NO	LEASE & RENTAL DIRECT EXPENSES & INCOME		TOTAL OPERATION				(510) CLOSED END LEASE		(520) OPEN OPEN LEASE / OTHER		(530) RENTAL OPERATIONS		LN NO	
	ACCT NO		CURRENT MONTH	PVIS	YEAR-TO-DATE	PVIS	% DIST	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH		YEAR-TO-DATE
1		INCOME REVENUE											1	
2		RECOVERING LEASE PAYMENTS	8X1										2	
3		MAINTENANCE INCOME	8X2										3	
4		PARTIAL MONTH (PRORATA) INCOME	8X3										4	
5		LATE PAYMENT CHARGE	8X4										5	
6		RENTAL INCOME	8X5										6	
7		ADMINISTRATIVE FEE	8X6										7	
8		OTHER LEASE REVENUE	8X7										8	
9		TOTAL LEASE & RENTAL INCOME	(8X8)										9	
10		DIRECT COST	(901) NO						(710) CLOSED - END	(720) OPEN - END	(730) RENTAL		10	
11		INTEREST	7X1										11	
12		AMORTIZATION	7X2										12	
13		INSURANCE (IN SERVICE VEHICLES)	7X3										13	
14		LICENSE, TITLE & TAX	7X4										14	
15		POLICY - LEASE & RENTAL VEHICLES	7X5										15	
16		MAINTENANCE & REPAIRS	7X6										16	
17		FEAT - SUBLET UNITS	7X7										17	
18		OTHER	7X8										18	
19		TOTAL DIRECT COSTS	(7X9)										19	
20		GROSS PROFIT AFTER DIRECT COST	(6X1) 5		PVD		PVD	% SALES					20	
21		*MEMO* - DEPRN PRORATA OF REPOSSESSOR VEHICLES	6X00S										21	
22		*MEMO* - DISPOSITION EXPENSE	7X00E										22	
23		GAIN (LOSS) ON DISPOSITION	8X00L										23	
24		GROSS PROFIT / INCOME	(6X3)										24	
25				MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	25	
26		BEGINNING UNITS IN SERVICE											26	
27		UNITS ADDED INTO SERVICE IN PERIOD											27	
28		UNITS REMOVED FROM SERVICE IN PERIOD											28	
29		ENDING UNITS IN SERVICE (EFFECTIVE UNITS)											29	
30		UNITS DISPOSED											30	
31		*MEMO* CUSTOMER RETAINED*											31	
32													32	
33		INVENTORY ANALYSIS	UNITS	ACCT NO	AMOUNT								33	
34		NEW UNITS FOR LEASE		777A									34	
35		DEMONSTRATORS		777B									35	
36		TERMINATED NOT DISPOSED		777C									36	
37		MEMO OVER 30 DAYS											37	
38		VEHICLES IN SERVICE			NET								38	
39		LEASED VEHICLES		777D									39	
40		RENTAL VEHICLES	177	777E	6849884								40	
41		LEASED EQUIPMENT		777F									41	
42		TOTAL INVENTORY (LINES 34-41)	177	777	6849884								42	
43		LEASE & RENTAL - FINANCE, INSURANCE & PROTECTION PLAN ACTIVITY		ACCT NO									43	
44						MONTH	YEAR-TO-DATE						44	
45		INSURANCE COMMISSION EARNED		541		CNTRS	SALES	REV / GROSS	PERCENT	CNTRS	SALES	REV / GROSS	PERCENT	45
46		INSURANCE CHARGEBACKS		541										46
47		ACCESSORIES		542										47
48		GM PROTECTION PLANS		543										48
49		OTHER PROTECTION PLANS		544										49
50		FINANCE & INSURANCE MANAGER COMMISSIONS		710					PVIS				PVIS	50
51		LEASE & RENTAL - FINANCE & INSURANCE & PROTECTION PLAN INCOME (LINES 45-50)		(710) 2										51

ACCOUNTS RECEIVABLE	ACCT. NO.	TOTAL	PRE-PAID	1 - 30 DAYS	31 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS
LEASE BILLINGS	220 L&R B						
OTHER RECEIVABLES	220 L&R O						
SUB-TOTAL	(5X3)						
LESS ALLOW DOUBT ACCT	220 L&R A						
TOTAL	(LINE 32 MINUS 33)	220 L&R 5					

* Customers Retained = Renewals Into Wholesale Leases plus, Renewals into Retail Transactions plus, Extension of Lease or Financing plus, layouts.