

# GENERAL MOTORS DEALER OPERATING REPORT



Financial  
Analysis  
Capabilities  
Through  
Systems

**DEALER NAME** NORMAN FREDR CHEVROLET CO  
**ADDRESS** 16801 FEATHERCRAFT  
**CITY & STATE** HOUSTON TX 77058

LN	NO	AMOUNT	LIABILITIES	NO.	AMOUNT	LN	NO			
1	DEALER 'BAC' CODE					1	1			
2	30190					2	2			
3	FROM JAN 2020					3	3			
4	THRU AUG 2020					4	4			
5						5	5			
6						6	6			
<b>ASSETS</b>						<b>LIABILITIES</b>				
7	CASH ON HAND	280201	A CASH IN BANK CREDIT BALANCE	202	8405	7	7			
8	CASH IN BANK	202	C ACCOUNTS PAYABLE - TRADE CREDITORS	300	6938879	8	8			
9	CONTRACTS IN TRANSIT	205	C ACCOUNTS RECEIVABLE CREDIT BALANCE	220	1092586	9	9			
10	SECURITIES	280	U CUSTOMER DEPOSITS	220		10	10			
11			U WARRANTY CLAIMS ADVANCE	305		11	11			
12	<b>TOTAL CASH AND CONTRACTS</b>	(LINES 7 THRU 10)	T NOTES PAYABLE - NEW VEHICLES & DEMOS	310	8039870	12	12			
13	NET CUSTOMER RECEIVABLES	From Fe:7	E & MEMO - DELAYED PAYMENT - ACCT 310		535467	13	13			
14	FACTORY RECEIVABLES	28	N NOTES PAYABLE - USED VEHICLES	311	404319	14	14			
15	DUE FROM FINANCE COMPANIES	282	T NOTES PAYABLE - LEASE & RENTAL UNITS	312	131684	15	15			
16	WARRANTY CLAIMS	283	E NOTES PAYABLE - OTHER	314	58048	16	16			
17	INS. COMMISSIONS RECEIVABLE	284				17	17			
18						18	18			
19	<b>TOTAL RECEIVABLES</b>	(LINES 13 THRU 18)	S INTEREST PAYABLE	320	1129518	19	19			
20	DEMONSTRATIONS	Page 7, Line 24	A SALARIES, WAGES & COMM. PAYABLE	321	245603	20	20			
21	NEW CARS	Page 7, Line 25	A INSURANCE PAYABLE	322	759968	21	21			
22	NEW TRUCKS	Page 7, Line 26	C PAYROLL TAXES PAYABLE	323	6219033	22	22			
23	NEW MEDIUM DUTY TRUCKS	Page 7, Line 27	C OTHER TAXES PAYABLE	324	19	23	23			
24	OTHER AUTOMOTIVE		C OTHER TAXES PAYABLE	325	263188	24	24			
25	USED CARS	Page 7, Line 31	F INCOME TAXES PAYABLE	327	9263	25	25			
26	USED TRUCKS	Page 7, Line 32	U EMPLOYEES INCENTIVES/BOUNUSES PAYABLE	328	1791781	26	26			
27	PARTS AND ACCESSORIES		E OWNERS BOUNUSES PAYABLE	329	636885	27	27			
28	TIRES		D RETIREMENT BENEFITS PAYABLE	330	21445	28	28			
29	GAS OIL AND GREASE		OTHER PAYABLES	331	8930	29	29			
30	PAINT AND BODY SHOP MATERIALS					30	30			
31	SUBLET REPAIRS		<b>TOTAL CURRENT LIABILITIES</b>	(LINES 31 THRU 30)	2074	15826368	31	31		
32	WORK IN PROCESS - LABOR		L RESERVES AND DEFERRALS	332	11980	32	32			
33	OTHER		O A NOTES PAYABLE - CAPITAL LOANS	334	23925	33	33			
34	MISC. ASSETS RECEIVED IN TRADE		O B OTHER NOTES & CONTRACTS	336	3136	34	34			
35	TOTAL LIQ RESERVE	TOTAL LIQ	O C DEFERRED TAXES	338	400223	35	35			
36	<b>TOTAL INVENTORIES</b>	(LINES 30 THRU 35)	TOTAL	(LINES 31 THRU 36)	9596988	15826368	36	36		
37	PREPAID EXPENSES	TAXES	OTHER NOTES - OWNERS	337	270	1578	37	37		
38	INSURANCE		MORTGAGES PAYABLE & FACILITY RELATED LOANS	335	1578	1578	38	38		
39	OTHER		NOTES PAYABLE - AFFILIATED COMPANIES	338	21612	21612	39	39		
40	<b>TOTAL CURRENT ASSETS</b>	(LINES 12, 19, 36 THRU 39)	<b>TOTAL LIABILITIES</b>	(LINES 37 THRU 41)	18789566	15826368	40	40		
41	DRIVER TRAINING CARS & TRUCKS						41	41		
42	LEASE & RENTAL CARS & TRUCKS	Page & Line 42					42	42		
43	LEASE & RENTAL ACCUMULATED DEP.						43	43		
44	<b>TOTAL CURRENT AND WORKING ASSETS</b>	(LINES 40 THRU 42)	CORPORATION TYPE:				44	44		
45			NET	3363421			45	45		
46	<b>FIXED ASSETS</b>		WVW ACTUAL (O-A-C)	2923000			46	46		
47	LAND	280	WVW STANDARD	2923000			47	47		
48	BLDG. & IMPROV.	281551	LEVERAGE LT Debitum Worth				48	48		
49	LEASE HOLDS	286556	<b>PROFIT OR LOSS SUMMARY</b>				49	49		
50	IT - HARDWARE	287657	TOTAL NEW	89	86	62	26970	50	50	
51	IT - SOFTWARE	288558	RETAIL USED	93	91	67	45932	51	51	
52	M & S EQUIPMENT	28252	PROFIT	71	71	42	54333	52	52	
53	P & A EQUIPMENT	28363	LOSS	79	79	51	40759	53	53	
54	FURN. & FIXTURES	28454	NET WORTH	103	103	75	31595	54	54	
55	COMPANY VEHICLES	28558	NET WORTH	75	75	65	85789	55	55	
56	OTHER	28659	NET WORTH	105	105	57	115444	56	56	
57	<b>TOTALS</b> (LINES 47-56)	3999322	NET WORTH	103	103	56	115690	57	57	
58	MEMO CO. VEHICLES - CARS	TRUCKS						58	58	
59	LIFE INSURANCE - CASH VALUE	4						59	59	
60	NOTES & ACCOUNTS RECEIVABLE - OFFICERS	291						60	60	
61	NOTES & ACCOUNTS RECEIVABLE - OTHER	293						61	61	
62	OTHER INVESTMENTS & MISC. ASSETS	294						62	62	
63		296						63	63	
64	<b>TOTAL OTHER ASSETS</b>	(LINES 59 THRU 63)	<b>PROFIT OR LOSS</b>	718	713	475	516512	64	64	
65	<b>TOTAL ASSETS</b>	(LINES 44, 57 & 64)	<b>TOTAL NET WORTH</b>	292288			399	516512	65	65
			<b>TOTAL LIABILITIES &amp; NET WORTH</b>	19820797				399	516512	
									399	

# TOTAL OPERATION EXPENSE ANALYSIS

LN	NO	TOTAL INCOME AND EXPENSE	TOTAL DEALERSHIP				VARIABLE OPERATIONS				FIXED OPERATIONS					
			MONTH	PER RETAIL VEHICLE	% OF SALES	YEAR-TO-DATE	MONTH	PER RETAIL VEHICLE	% OF SALES	YEAR-TO-DATE	MONTH	PER RETAIL VEHICLE	% OF SALES	YEAR-TO-DATE		
1		NET SALES	6944133	43674	1172	5144968	43308	1118	493499	8	3215930	7	320353	47	5475845	46
2		GROSS PROFIT/INCOME	813852	5119		5752733	4842	1118	493499	8	3215930	7	320353	47	5475845	46
3	VS	EXPENSES		% GROSS PROFIT	PNR		% GROSS PROFIT	PNR		% GROSS PROFIT	PNR		% GROSS PROFIT	PNR		
4	A	VEHICLE SAL. SUPPL. COMPENSATION & OTHER	85291	105	536	590507	103	497	85291	17	590507	18				
5	L	DELIVERY EXPENSE	5972	7	38	34238	6	29	5972	1	34238	1				
6	B	POLICY WORK - VEHICLES	1992	2	13	-18579	-3	-16	1992	1	-18579	-1				
7		TOTAL VARIABLE (LINES 4-6)	93255	115	587	606166	105	510	93255	19	606166	19				
8	P	SALARIES - OWNERS/EXECUTIVE MANAGERS	11155	14	16	84382	15	16	5663	1	45938	1	5492	2	38444	2
9	E	SALARIES - SUPERVISION	128294	158	185	848175	147	165	79439	16	489140	15	48855	15	359035	14
10	R	SALARIES - CLERICAL	35581	44	51	285180	50	55	11914	2	99004	3	23667	7	186176	7
11	S	OTHER SALARIES AND WAGES	104392	128	150	902406	157	175	15095	3	162976	5	89297	28	739430	29
12	O	ABSENTEE COMPENSATION	5470	7	8	73400	13	14	112		11026		5358	2	62374	2
13	N	INCENTIVES - SUPERVISION														
14	M	WAGES - PAYROLL	34954	43	50	308854	54	60	17195	3	139195	4	17759	6	169655	7
15	E	EMPLOYEE BENEFITS	30610	38	44	207664	36	40	13962	3	100456	3	16648	5	107208	4
16	L	RETIREMENT BENEFITS														
17		TOTAL PERSONNEL (LINES 8-16)	350456	431	505	2710061	471	527	143380	29	1047739	33	207076	65	1662322	66
18	F	COMPANY VEHICLE EXPENSE	1820	2	3	21487	4	4	276		1908		1544		19579	1
19	I	OFFICE SUPPLIES & EXPENSES	4227	5	6	37064	6	7	3264	1	23616	1	963		13448	1
20	I	OTHER SUPPLIES	8800	11	13	53497	9	10	2254		13180		6546	2	40317	2
21	X	E-COMMERCE ADVERTISING/FEES	25000	31	36	200000	35	39	25000	5	200000	6				
22	S	ADVERTISING	34592	43	50	260533	45	51	34403	7	239012	7	189		21521	1
23	S	ADVERTISING REBATES	25000	31	36	255000	44	50	25000	5	255000	8				
24	E	CONTRIBUTIONS														
25	D	POLICY WORK - PRINTS & SERVICE	924	1	1	14197	2	3					924		14197	1
26	DM	INFORMATION TECHNOLOGY SERVICES	37870	47	55	264658	46	51	21010	4	143977	4	16860	5	120681	5
27	I	OUTSIDE SERVICES (OTHER)	31280	38	45	271258	47	53	14843	3	102774	3	16437	5	168484	7
28	I	TRAVEL & ENTERTAINMENT				779					779					
29	O	MEMBERSHIP FEES & CONTRIBUTIONS	1623	2	2	26365	5	5	553		12751		1070		13614	1
30	O	LEGAL & AUDITING EXPENSE	3500	4	5	28000	5	5	1925		15400		1575		12600	3
31	VX	TELEPHONE	2969	4	4	21068	4	4	2241		12151		728		8917	3
32	E	TRAINING EXPENSE	1711	2	2	23837	4	5	784		10839		927		12998	1
33	E	INTEREST - FLOOR PLAN	23359	29	34	264893	46	51	23359	5	264893	8				
34	D	INTEREST - FLOOR PLAN CREDIT	65533	81	94	442381	77	86	65533	13	442381	14				
35	R	INTEREST - NOTES/PAYABLE (OTHER)														
36	F	INSURANCE - INVENTORY	6477	8	9	57959	10	11	6477	1	57959	2			120	37
37	H	BAD DEBT EXPENSE				120									745	38
38	H	FREIGHT, POSTAGE & SHIPPING	4510	6	6	30303	5	6	4347	1	29558	1	163			
39	E	MISCELLANEOUS EXPENSE														
40		TOTAL SEMI-FIXED (LINES 36-39)	98127	121	141	878637	153	171	50201	10	431416	13	47926	15	447221	18
41	A	RENT	38500	47	55	231000	40	45	15400	3	92400	3	23100	7	138600	5
42	A	AMORTIZATION - LEASEHOLDS														
43	D	REPAIRS - REAL ESTATE	1987	2	3	12413	2	2			3753		1967	1	8660	4
44	D	DEPRECIATION BUILDINGS & IMPROVEMENTS														
45	F	TAXES - REAL ESTATE	6769	8	10	54145	9	11	3723	1	29780	1	3046	1	24365	4
46	I	INSURANCE BUILDINGS & IMPROVEMENTS														
47	X	UTILITIES	5767	7	8	44954	8	9	3172	1	24725	1	2595	1	20229	1
48	E	SUB-TOTAL RENT & RENT EQUIPMENT (LINES 41-47)	53003	65	76	342512	60	67	22295	5	150658	5	30708	10	191854	8
49	D	INSURANCE OTHER	4732	6	7	58887	10	11	2674	1	32956	1	2058	1	25931	1
50	D	TAXES - OTHER	17154	21	25	139853	24	27	9435	2	82039	3	7719	2	57814	2
51	D	REPAIRS - EQUIPMENT	1837	2	3	14572	3	3			239		1837	1	14333	1
52	D	DEPRECIATION - EQUIPMENT	3642	4	5	29144	5	6	1640		13127		2002	1	16017	1
53	D	EQUIPMENT RENTAL	3709	5	5	31471	5	6	2040		17309	1	1669	1	14162	1
54		TOTAL FIXED (LINES 40-53)	84077	103	121	616439	107	120	38084	8	296328	9	45993	14	320111	13
55		TOTAL FIXED OVERHEAD (LINES 40-53)	532660	654	767	4205137	731	817	231665	47	1775483	55	300995	94	2429654	96
56		TOTAL EXPENSES (PPL PRO) (LINES 3-55)	625915	769	901	4811303	836	935	324920	66	2381649	74	300995	94	2429654	96
57		OPERATING PROFIT OR LOSS (LINE 57)	187937	231	271	941430	164	183	168579	34	834281	26	19358	6	107149	4
58		NET ADDITIONS & DEDUCTIONS (LINE 58)	57902	71	83	163512	28	32								
59	O	NET PROFIT OR LOSS BEFORE BONUS & INC. TAX (LINE 59)	245839	302	354	1104942	192	215								
60	A	BONUSES - EMPLOYEES	6000	7	9	12001	2	2								
61	A	BONUSES - OWNERS	61460	76	89	285361	50	55								
62	A	NET PROFIT OR LOSS BEFORE INCOME TAXES (LINE 62)	178379	219	257	807580	140	157								
63	L	INCOME TAXES	62689	77	90	291068	51	57								
64		NET PROFIT OR LOSS AFTER INCOME TAXES (LINE 64)	115690	142	167	516512	90	100								



# FIXED OPERATIONS - DEPARTMENT PROFITABILITY

LN	NO	LN	MECHANICAL DEPT. (05)		BODY SHOP DEPT. (06)		PARTS & ACCESSORIES DEPT. (07)		GENERAL & ADMINISTRATIVE (09)	
			MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE
1	NET SALES		241904	187712	71419	671310	374730	2926808		
2	GROSS PROFIT/INCOME		164235	1250706	41929	380620	114189	905477		
3	EXPENSES									
4	VEHICLE SUPPLIES COMPENSATION & OTHER	11								
5	DELIVERY EXPENSE	13								
6	POLICY WORK - VEHICLES	15								
7	TOTAL VARIABLE									
8	SQUARES - OWNERS/ EXECUTIVE MANAGERS	20	2441	17086	1220	10374	1831	10984		
9	SQUARES - SUPERVISION	21	12537	80756	17584	143343	18734	134936		
10	SQUARES - CLEVELAND	22	15616	118426	3854	39310	4197	28440		
11	OTHER SQUARES AND WAGES	23	52727	441046	9862	82018	26708	216366		
12	ASSETTE COMPENSATION	24	4870	46139	384	11995	104	4240		
13	INCENTIVES - SUPERVISION	26								
14	TAKES - ROLL	25	10673	97861	3569	39868	3517	31926		
15	EMPLOYEE BENEFITS	27	11175	71682	2110	17977	3363	17549		
16	RETIREMENT BENEFITS	29								
17	TOTAL PERSONNEL (LINE 8-15)		110039	872996	38583	344885	58454	444441		
18	COMPANY OFFICE EXPENSE	51	1228	14543	200	2754	316	5036		
19	OFFICE SUPPLIES AND OTHERS	60	463	7160	200	2754	300	3534		
20	OTHER SUPPLIES	61	3633	17162	2607	21165	306	1990		
21	ECONOMIZE ADVERTISEMENTS	63								
22	ADVERTISING	65	60	12913	173	3011	-44	5597		
23	ADVERTISING REPAIRS	64								
24	CONTRIBUTIONS	66								
25	POLICY WORK PARTS & SERVICE	67	747	11097	241	2692	-64	408		
26	INFORMATION SERVICES	68	6234	45887	4970	42618	5656	32176		
27	OUTSIDE SERVICES (OTHER)	69	9832	99376	2383	41520	4222	27588		
28	TRAVEL & ENTERTAINMENT	70								
29	MEMBERSHIP DUES & PUBLICATIONS	71	188	4428	131	3125	751	6061		
30	LESS & ADJUSTING EXPENSE	72	700	5600	350	3325	525	3675		
31	TELEPHONE	74	381	4578	139	2155	208	2184		
32	TRAINING EXPENSE	75	466	7710	143	3250	318	2038		
33	INTEREST - FLOOR PLAN	76								
34	INTEREST - FLOOR PLAN CREDIT	78								
35	INTEREST - NOTES PAYABLE OTHER	79								
36	INSURANCE - INVENTORY	56		120						
37	BAD DEBT EXPENSE	57								
38	FREIGHT POSTAGE & SHIPPING	33	43	-28	22	7	98	766		
39	MISCELLANEOUS EXPENSE	77								
40	TOTAL SEMI-FIXED (LINES 33-39)		23975	230546	11359	125622	12592	91053		
41	RENT	80	7700	46200	7700	46200	7700	46200		
42	AMORTIZATION - LEASEHOLD IMPROVEMENTS	81		5931		1249	890	1480		
43	REPAIRS - REAL ESTATE	82	1077							
44	DEPRECIATION BUILDINGS & IMPROVEMENTS	83								
45	TAXES - REAL ESTATE	84								
46	INSURANCE BUILDINGS & IMPROVEMENTS	85	1354	10829	677	6624	1015	6912		
47	INTEREST - MORTGAGES	86								
48	UTILITIES	87	1153	8991	577	5411	865	5827		
49	SUB-TOTAL RENT (LINES 41-48)		11284	71951	8954	59484	10470	60419		
50	INSURANCE OTHER	88	915	11525	457	5965	686	8441		
51	TAXES - OTHER	89	3431	25287	1715	16123	2573	16404		
52	REPAIRS - EQUIPMENT	90	1837	11947		1562		824		
53	DEPRECIATION - EQUIPMENT	91	977	7818	786	6290	239	1909		
54	EQUIPMENT REPAIR	92	742	6294	371	3714	556	4154		
55	TOTAL FIXED (LINES 49-54)		19186	134822	12283	93138	14524	92151		
56	TOTAL FRENCH/RENT (LINES 40-55)		153200	1238364	62225	563645	85570	627645		
57	TOTAL EXPENSES (LINES 3-56)		153200	1238364	89	563645	85570	627645		
58	DEPT. PROFIT ON LOSS (GROSS TRAFFIC)	57	11035	12342	-20296	-183025	28619	277832		
59	CUSTOMER PARTS GROSS TRAFFIC	58	17282	139257	10	9852	19	214304		
60	PROPORTION OF GAA									
61	DEPT. PROFIT ON LOSS (LINES 58-59) AFTER USE & PROFIT (LINES 58-59)		28317	151599	-10444	-107978	1485	63528		
62	SERVICE OLDEST POSTED LABOR RATES		CARS & LTRUCKS	MD TRUCKS	OTHER POSTED LABOR RATES	SERVICE	BODY SHOP			
63	CUSTOMER LABOR		150.00		WARPRANTY		125.11	125.11		
64	EXT. SERVICE CONTRACT LABOR		125.11		INTERNAL		85.00	38.00		
65	QUICK SERVICE / ECONOMY LAB		85.00		BODY SHOP - PAINT LABOR			46.00		
66					BODY SHOP - BODY LABOR			46.00		

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

LN	NO	VARIABLE OPERATIONS	ACC NO.	MONTH				YEAR-TO-DATE				LN		
				UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD			
1		IMPAIA	400A							4	119063	7159	1790	1
2			401A											2
3			402A											3
4		SS	403A											4
5		MALIBU	404A	3	74453	1107	369	19	482888	13692	721	5		
6		CAMARO	405A	2	76281	2848	1424	27	959979	34849	1291	6		
7			406A											7
8		CORVETTE	407A					6	469708	36638	6106	8		
9		SPARK	408A	1	13945	689	689	12	192896	4908	409	9		
10			409A											10
11		CRUZE	410A											11
12		VOLT	411A											12
13			412A											13
14		SONIC	413A					2	37371	458	229	14		
15		BOLT	414A					1	41347	1319	1319	15		
16			415A											16
17			416A											17
18		OTHER CHEV CAR	417A											18
19		OTHER CHEV CAR	418A											19
20		OTHER CHEV RETAIL	(LINES 1 THRU 19)	6	164679	4644	774	71	2303252	99023	1395	20		
21		MEMO: INTERNET CAR SALES		2	39295	1401	701	29	839544	20888	720	21		
22		TOTAL CAR FLEET	420A											22
23		TOTAL CAR INTERNAL	421A											23
24		TOTAL NEW CARS	(LINES 20, 22, 23)	6	164679	4644	774	71	2303252	99023	1395	24		
25			423A											25
26			424A											26
27		EXPRESS	425A					2	71435	3376	1688	27		
28			426A											28
29		BLAZER	427A	15	548453	13164	878	87	3343660	92713	1066	29		
30		COLORADO	428A	3	98985	2053	684	38	1261858	30052	791	30		
31		SILVERADO	429A	50	2421290	72589	1452	278	13523499	317233	1141	31		
32			430A											32
33		TAHOE	431A	6	388887	17866	2978	49	2968510	95091	1941	33		
34		SUBURBAN	432A	5	341811	22584	4517	17	1087685	39580	2328	34		
35			433A	1	28884	939	939	7	187437	6788	970	35		
36		HOVINOX	434A	8	222342	5679	710	71	2110166	74266	1046	36		
37		TRAX	435A	6	134146	5537	923	34	777759	19971	587	37		
38		TRVERSE	436A	3	118484	6208	2069	59	2284229	56902	964	38		
39			437A											39
40		OTHER CHEV TRUCK	438A											40
41		TOTAL NEW TRUCKS RETAIL	(LINES 25 THRU 40)	97	4303282	146619	1512	642	27616238	735972	1146	41		
42		MEMO: INTERNET TRUCK SALES		33	1480961	-37926	-1149	194	8383241	193413	997	42		
43		TOTAL TRUCK FLEET	440A					5	271353	12422	2484	43		
44		TOTAL TRUCK INTERNAL	441A											44
45		TOTAL NEW TRUCKS	(LINES 41, 43, 44)	97	4303282	146619	1512	647	27887591	748394	1157	45		
46														46
47		ACCESSORIES	457A	56	37999	7934	77	200	177091	53701	75	47		
48		TOTAL NEW VEHICLES	(LINES 24, 45 THRU 47)	103	4505960	159197	1546	718	30367934	901118	1255	48		
49														49
50			ACC. NO.	MONTH				YEAR-TO-DATE				50		
51		CHEVROLET	494A	CNTRS	SALES	REV/GROSS	PER CNTR	CNTRS	SALES	REV/GROSS	PER CNTR	51		
52		DIVISIONAL EXT. WARRANTY	494A									52		

OTHER NON-GM NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

LN	NO	ACC NO	MONTH			YEAR-TO-DATE			LN	NO
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES		
1		400J						1		
2		401J						2		
3		402J						3		
4		403J						4		
5		404J						5		
6		405J						6		
7		406J						7		
8		407J						8		
9		408J						9		
10		409J						10		
11		410J						11		
12		411J						12		
13		412J						13		
14		413J						14		
15		414J						15		
16		415J						16		
17		416J						17		
18		417J						18		
19		418J						19		
20								20		
21								21		
22								22		
23								23		
24								24		
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44								44		
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46								46		
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48								48		
49								49		
50								50		
51								51		
52								52		





ADDITIONAL DATA

LN	NO	DESCRIPTION	ACC. NO.	MONTH				YEAR-TO-DATE				LN			
				CONTR	SALES	REV/POSS	PER CNTR	CONTR	SALES	REV/POSS	PER CNTR				
1	806	FINANCE INCOME - NEW	79	87021	87021	1102	567	627055	627055	1106	1				
2	807	INSURANCE COMMISSION EARNED - NEW	74	32047	32047	433	560	264593	264593	472	2				
3	850	FINANCE & INSURANCE CHARGEBACKS			22182					205793	3				
4	810	ACCESSORIES									4				
5	494	DIVISIONAL EXT WARRANTIES									5				
6	443	GM PROTECTION PLANS									6				
7	444	OTHER PROTECTION PLANS	22	52495	22690	1031	116	273872	112824	973	7				
8	855	REPOSESSION LOSSES - NEW									8				
9	855	FINANCE & INSURANCE MANAGER COMMISSIONS			15300	PVR		108751		PVR	9				
10		NEW FINANCE & INS. AND PROTECTION PLAN INCOME (LINES 11THRU 19)		171563	104276	1012		1165520	689928	968	10				
11	808	FINANCE INCOME - USED	40	27740	27740	694	322	219196	219196	681	11				
12	809	INSURANCE COMMISSION EARNED - USED	22	11498	11498	523	182	74778	74778	411	12				
13	851	FINANCE & INSURANCE CHARGEBACKS			17371				101433		13				
14	811	ACCESSORIES									14				
15	493	DIVISIONAL EXTENDED PROTECTION PRODUCTS									15				
16	484	GM PROTECTION PLANS									16				
17	455	OTHER PROTECTION PLANS	22	70611	28676	1303	160	466155	165657	1035	17				
18	854	REPOSESSION LOSSES - USED									18				
19	856	FINANCE & INSURANCE MANAGER COMMISSIONS			16956	PVR		94528		PVR	19				
20		USED FINANCE & INSURANCE & PROT. PLAN INCOME (LINES 11THRU 19) (LINES 10,20)		109849	33587	600		760129	263670	555	20				
21		TOTAL FINANCE & INSURANCE INCOME (LINES 1,2)		281412	137863	867		1925649	953598	803	21				
22		SUPPLEMENTAL INVENTORY ANALYSIS													
23		INVENTORIES		GM (A)				NON-GM (B)							
24		NEW VEHICLES	ACC. NO.	UNITS	LIFO RES.	AFTER LIFO	UNITS	\$	LIFO RES.	AFTER LIFO	24				
25		DEMONSTRATORS	230	6	245603	245603					25				
26		CARS	231	27	759968	759968					26				
27		TRUCKS	237	183	6219033	376268	5842765				27				
28		MEDIUM DUTY TRUCKS	235								28				
29		OTHER AUTO	238								29				
30		USED VEHICLES	ACC. NO.	UNITS	LESS THAN 45 DAYS IN STOCK	MORE THAN 45 DAYS IN STOCK	UNITS	\$	LIFO RES.	AFTER LIFO	30				
31		CARS	240	17	227799	2	35389	19	263188	263188	31				
33		TRUCKS	241	58	1403092	11	388689	69	1791781	1791781	33				
34		PARTS AND ACCESSORIES	ACC. GM (A)		\$	LIFO RES.	AFTER LIFO	NON-GM (B)	\$	LIFO RES.	AFTER LIFO	34			
35		PARTS AND ACCESSORIES	242		636885	23955	612930				35				
36		PARTS CORES	242A								36				
37		OTHER INVENTORIES	243,244,245 & 258		42774		42774				37				
38		TOTAL LIFO RESERVE (LINES 25 THRU 29)					400223				38				
39		WORK-IN-PROCESS LABOR - SERVICE	247A		8390	WORK-IN-PROCESS LABOR - BODY	247B			3590	39				
40		DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)													
41		POSITION	NEW	USED	L & R	F & I	MECH	BODY	PARTS	G & A	TOTAL	41			
42		OWNERS / EXECUTIVE MANAGERS	2	2			2	2	2		10	42			
43		SUPERVISORS	34	24		10	14	14	14		110	43			
44		VEHICLE SERVICE & PARTS SALESPEROPLE	100	50			60	10	40		260	44			
45		TECHNICIANS					130	40			170	45			
46		CLERICAL	16	16		2	64	26	26		150	46			
47		OTHERS	38	18		20	78	18	18		190	47			
48		TOTAL	190	110		32	348	110	100		890	48			
49		TOTAL HIRED YEAR-TO-DATE	30	50		10	70	40	40		240	49			
50		TOTAL TERMINATED YEAR-TO-DATE	46	86			116	46	46		340	50			
51		DEALERSHIP CUSTOMER RECEIVABLES													
52		RETURN ON INVESTMENT	CUSTOMER RECEIVABLES			TOTAL	NOT DUE			31-90 DAYS		61-90 DAYS	OVER 90 DAYS	52	
53			210 VEHICLES				P	A					53		
54		42.7%	210 OTHER				S	T					54		
55			220 VEHICLES		330323		330323						55		
56			220 LEASE & RENTAL										56		
57			220 SERVICE & PARTS		205144		199832						57		
58			220 OTHER										58		
59		4.76%	TOTAL CUSTOMER RECEIVABLES (LINES 53 THRU 58)		535467		530155					800	59		
60			300 AP DEBIT BALANCE										60		
61			340 LESS ALLOWANCE DOUBTFUL ACCOUNTS										61		
62			NET CUSTOMER RECEIVABLES (LINES 59 + 60 - 61)		535467								62		
63		NEW VEHICLE SALES SUMMARY													
64			MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		63		
65		TOTAL NEW CARS RETAIL	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	64
66		TOTAL NEW CARS FLEET & INTERNAL	6	164679	4644	774	71	2303252	99023	1395	65			65	
67		TOTAL NEW CARS	6	164679	4644	774	71	2303252	99023	1395	67			66	
68		TOTAL NEW TRUCKS RETAIL	97	4303282	146619	1512	642	27616238	735972	1146	68			67	
69		TOTAL NEW TRUCKS FLEET & INTERNAL					5	271353	12422	2484	69			68	
70		TOTAL NEW TRUCKS	97	4303282	146619	1512	647	27887591	748394	1157	70			69	
71		MISC CAR & TRUCK RETAIL UNITS <sup>(1)</sup>									71			70	
72		MISC CAR & TRUCK FLEET AND INTERNAL UNITS <sup>(2)</sup>									72			71	
73		NEW OTHER AUTOMOTIVE		5083	2970	29		48742	29830	42	73			72	
74		ACCESSORIES	56	37999	7934	142	200	177091	53701	269	74			73	
75		TOTAL NEW VEHICLES (LINES 67, 70 THRU 74)	103	4511043	162167	1574	718	30416676	930948	1297	75			74	
76		MEMO-TOTAL NEW RETAIL VEHICLES (LINES 65, 68)	103	4467961	151263	1469	713	29919490	834995	1171	76			75	

LEASE AND RENTAL ACTIVITY

LN NO	LEASE & RENTAL DIRECT EXPENSES & INCOME	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	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE
1	INCOME REVENUE	5X1															
2	RECURRING LEASE PAYMENTS	5X1															
3	MAINTENANCE INCOME	5X2															
4	PARTIAL MONTH (PRORATA) INCOME	5X3															
5	LATE PAYMENT CHARGE	5X4															
6	RENTAL INCOME	5X5															
7	ADMINISTRATIVE FEE	5X6															
8	OTHER LEASE REVENUE	5X7															
9	TOTAL LEASE & RENTAL INCOME (LINES 1-8)																
10	DIRECT COST	ACCT. NO.				% REV.	(710) CLOSED - END			(720) OPEN - END				(730) RENTAL			
11	INTEREST	7X1															
12	AMORTIZATION	7X2															
13	INSURANCE (IN SERVICE VEHICLES)	7X3															
14	LICENSE TITLE & TAX	7X4															
15	POLICY - LEASE & RENTAL VEHICLES	7X5															
16	MAINTENANCE & REPAIRS	7X6															
17	RENT - SUBLET UNITS	7X7															
18	OTHER	7X8															
19	TOTAL DIRECT COSTS (LINES 11-18)																
20	GROSS PROFIT AFTER DIRECT COST (LINES 9, 11-18)					PVD											
21	MEMO - SETTING ASIDE FOR DISPOSAL VEHICLES	5X00S															
22	MEMO - DISPOSITION EXPENSE	7X0DE															
23	GAIN (LOSS) ON DISPOSITION	5X0GL															
24	GROSS PROFIT / INCOME (LINES 19-23)																
25	BEGINNING UNITS IN SERVICE		MONTH		YEAR-TO-DATE			MONTH		YEAR-TO-DATE			MONTH		YEAR-TO-DATE		
26	UNITS ADDED INTO SERVICE IN PERIOD																
27	UNITS REMOVED FROM SERVICE IN PERIOD																
28	ENDING UNITS IN SERVICE / EFFECTIVE UNITS (LINES 25-27)																
29	UNITS DISPOSED																
30	MEMO - CUSTOMER RETAINED <sup>(*)</sup>																
31	INVENTORY ANALYSIS	UNITS	ACCT. NO.		AMOUNT												
32	NEW UNITS FOR LEASE		277A														
33	DEMONSTRATORS		277B														
34	TERMINATED NOT DISPOSED		277C														
35	MEMO OVER 90 DAYS																
36	VEHICLES IN SERVICE	ACCUMULATED AMORTIZATION	UNITS		NET												
37	LEASED VEHICLES		277D														
38	RENTAL VEHICLES		277E														
39	LEASED EQUIPMENT		277F														
40	TOTAL INVENTORY (LINES 32-39)		277														
41	LEASE & RENTAL - FINANCE, INSURANCE & PROTECTION PLAN ACTIVITY																
42	INSURANCE COMMISSION EARNED																
43	ACCESSORIES																
44	GM PROTECTION PLANS																
45	OTHER PROTECTION PLANS																
46	FINANCE & INSURANCE MANAGER COMMISSIONS																
47	LEASE & RENTAL - FINANCE & INSURANCE & PROTECTION PLAN INCOME (TO PAGE 3) (LINES 45-50)																
48	LEASE & RENTAL - FINANCE & INSURANCE & PROTECTION PLAN INCOME (LINES 1, 2)																
49	ACCOUNTS RECEIVABLE	ACCT. NO.	CNTRS	SALES	REV / GROSS	PER CNTR	CNTRS	SALES	REV / GROSS	PER CNTR	CNTRS	SALES	REV / GROSS	PER CNTR	CNTRS	SALES	REV / GROSS
50	LEASE BILLINGS	220 LAR B															
51	OTHER RECEIVABLES	220 LAR O															
	SUB-TOTAL (LINES 50-51)																
	LESS ALLOW. DOUBT. ACCT. 300 LAR ADA (LINES 52)																
	TOTAL (LINES 50-51)	220 LAR NET															

(\*) Customers Retained = Renewals into Wholesale Leases plus Renewals into Retail Transactions plus Extension of Lease or Financing plus, buyouts.