

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	2587	1114	3701	Finance or Lease Reserve	60456	127223	187679
Finance or Lease Contracts	2445	712	3157	Service Contracts			0
Service Contracts	121	366	487	Pre-paid Maintenance			0
Pre-Paid Maintenance	188	91	279	GAP			0
GAP	77	325	402	Theft Deterrent			0
Theft Deterrent	0	0	0	Paint Sealant & Appearance			0
Paint Sealant & Appearance	34	10	44	Tire/Wheel			0
Tire/Wheel	237	147	384	Lease Care			0
Lease Care	381	0	381	Other _____			0
Windshield	17	21	38				

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	935170	478670	1413840
Service Contracts	219747	561733	781480
Pre-Paid maintenance	43433	-3264	40169
GAP	40554	125881	166435
Theft Deterrent	0	0	0
Paint Sealant & Appearance	26771	11343	38114
Tire/Wheel	126753	127141	253894
Lease Care	140750	0	140750
Windshield	8860	18472	27332