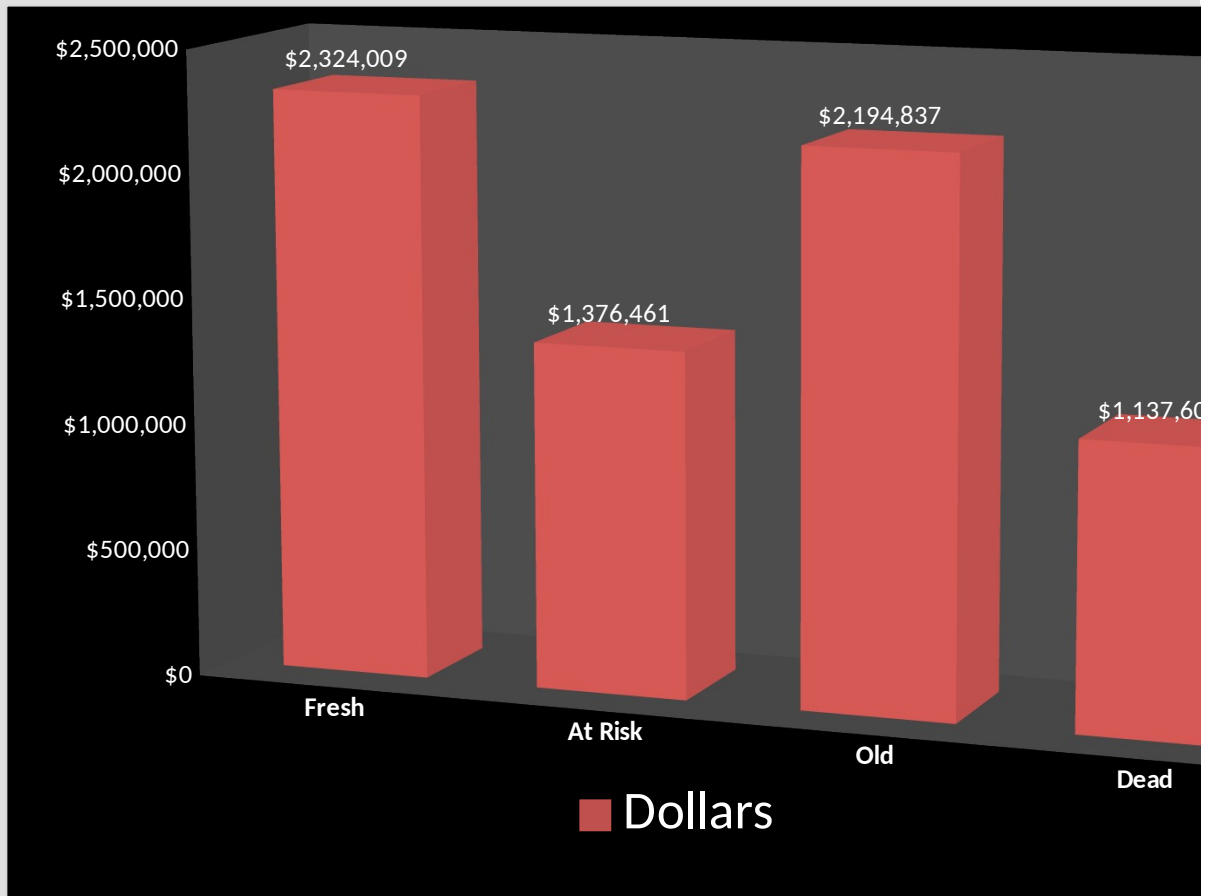


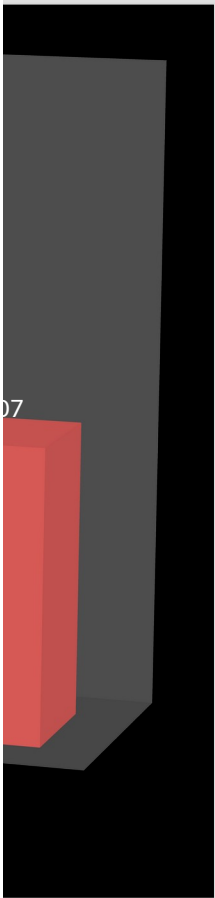
New Stock Analysis

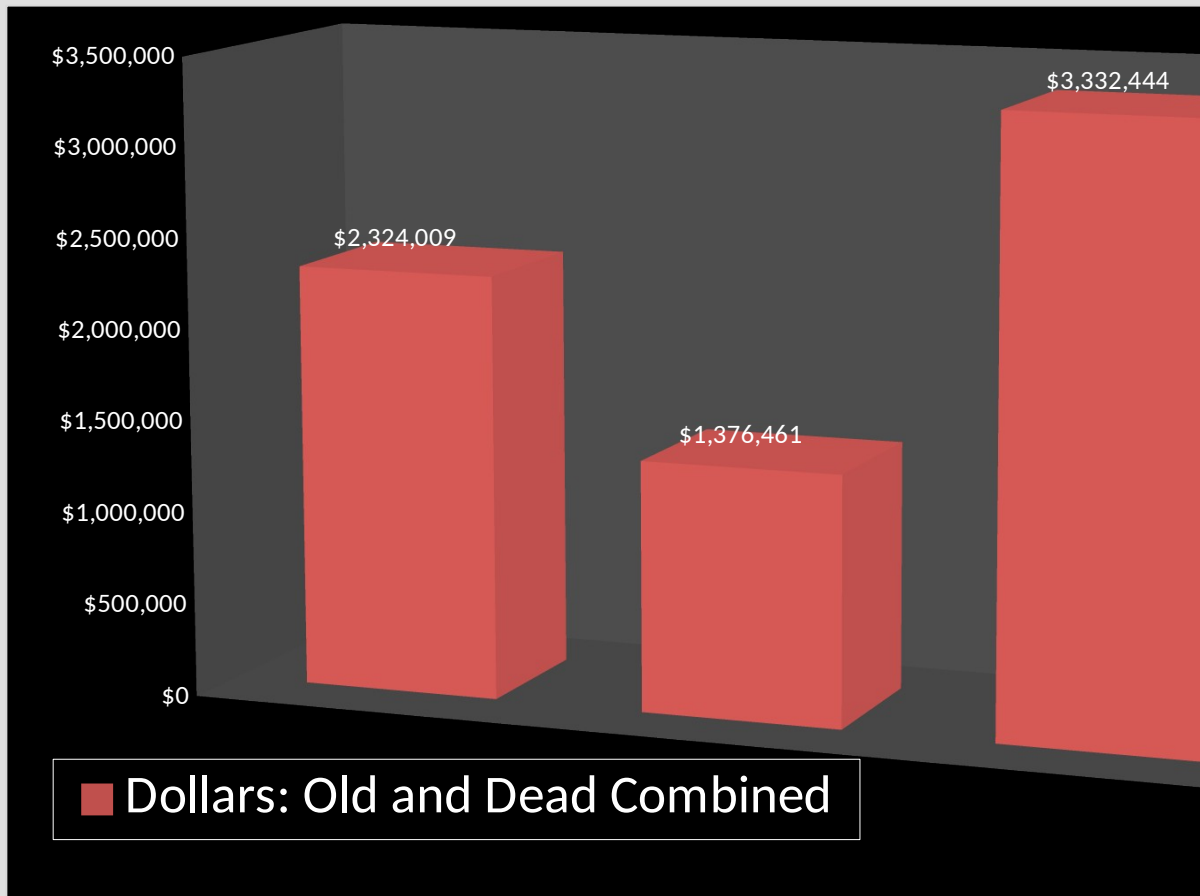
Days In Stock

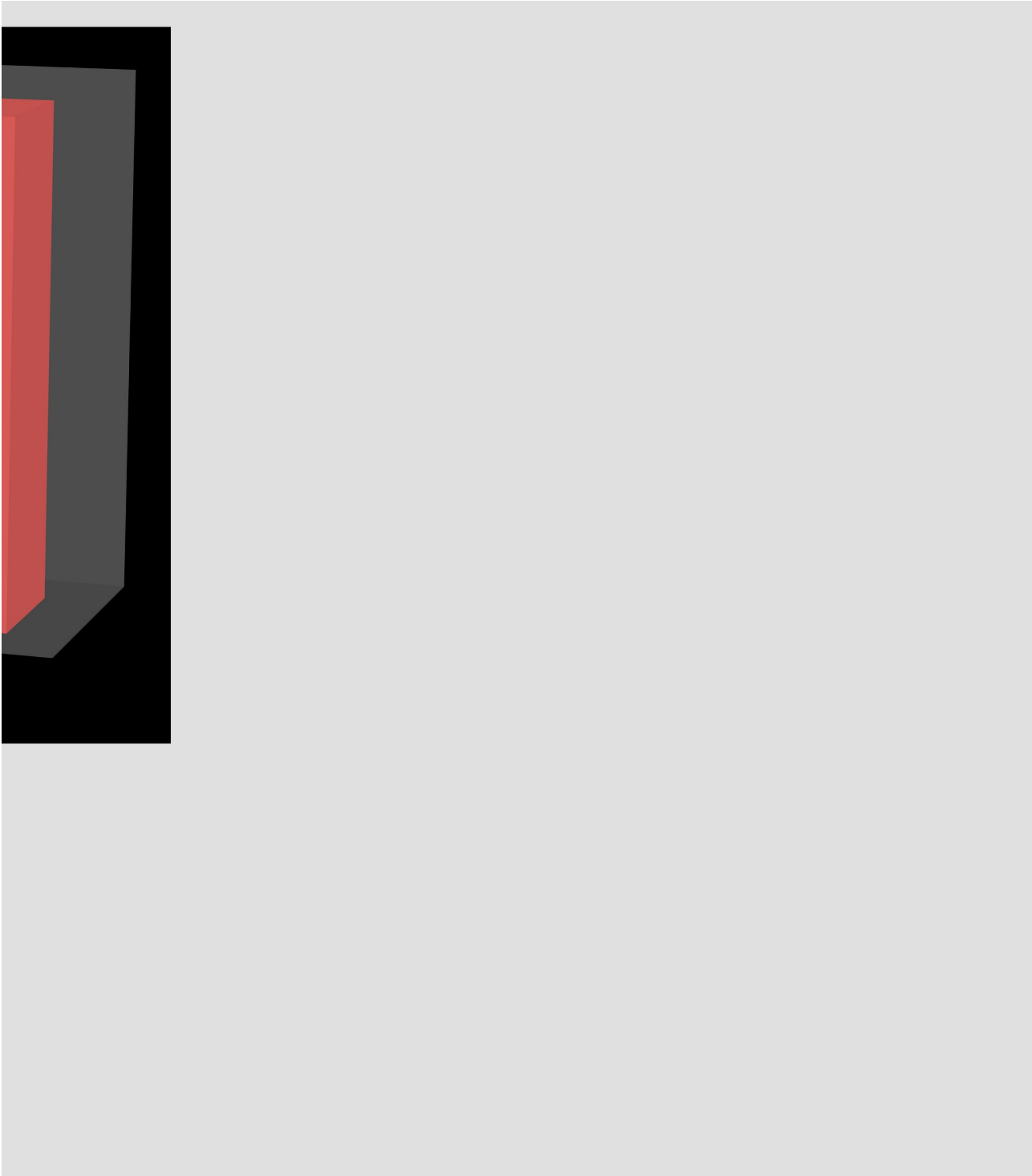
	0-30	31-45	46-60	61-90	90-120
# Of Units	75	33	9	52	17
Dollars	\$2,324,009	\$1,043,067	\$333,394	\$1,633,066	\$561,771
Fresh At Risk Old					
	75	42	Units		69
	\$2,324,009	\$1,376,461	Dollars		\$2,194,837

121+	Total
32	218
\$1,137,607	\$7,032,914
Dead	
32	
\$1,137,607	\$3,332,444









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
75	42	<i>Units</i>	69	32
\$2,324,009	\$1,376,461	<i>Dollars</i>	\$2,194,837	\$1,137,607
34%	19%	<i>Percent of total in Units</i>	32%	15%
33%	20%	<i>Percent of total in \$</i>	31%	16%
\$30,987	\$32,773	<i>Average Cost per Unit</i>	\$31,809	\$35,550

218

\$7,032,914

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$3,332,444
Current Floor Plan Interest Rate	x	
Annual Floor Plan Expense for AGED Inventory	=	\$0
	÷	÷12
Monthly Floor Plan Expense for AGED Inventory <i>(or Floor Plan Savings if not in stock)</i>	=	\$0

Total Dealership Profit Y.T.D.		
Statement Month <i>(example: May = 5)</i>	÷	
Total Dealership Profit <i>(Average month)</i>	=	#DIV/0!

Monthly Floor Plan Expense for AGED Inventory <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$0
Total Dealership Profit Y.T.D. <i>(average month)</i>	÷	#DIV/0!
Increase in Total Dealership Net Profit <i>(without aged inventory)</i>	=	#DIV/0!