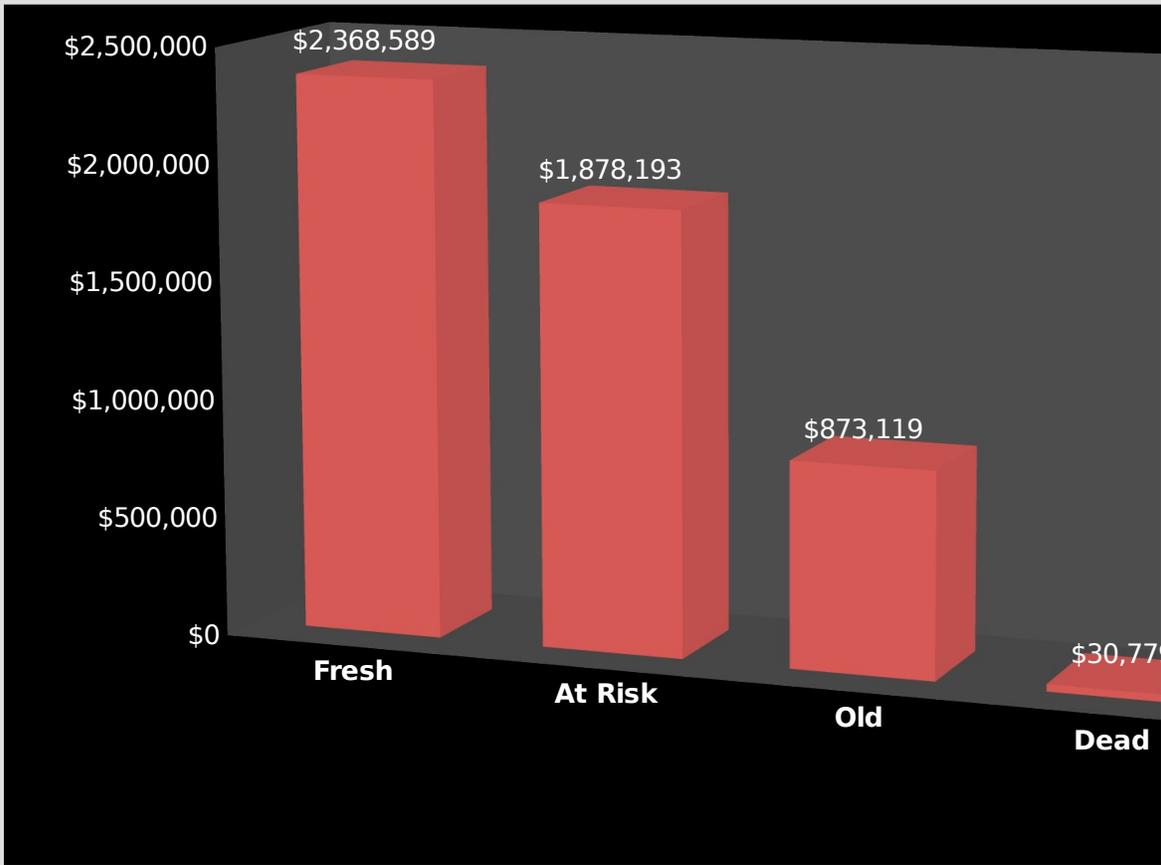


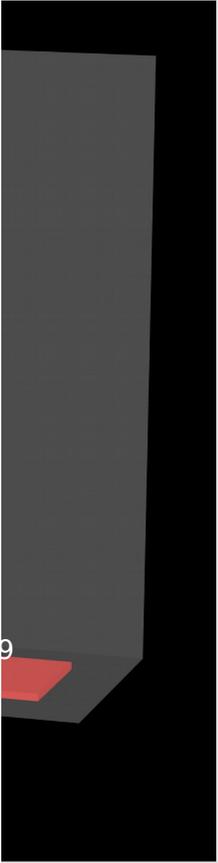
New Stock Analysis

Days In Stock

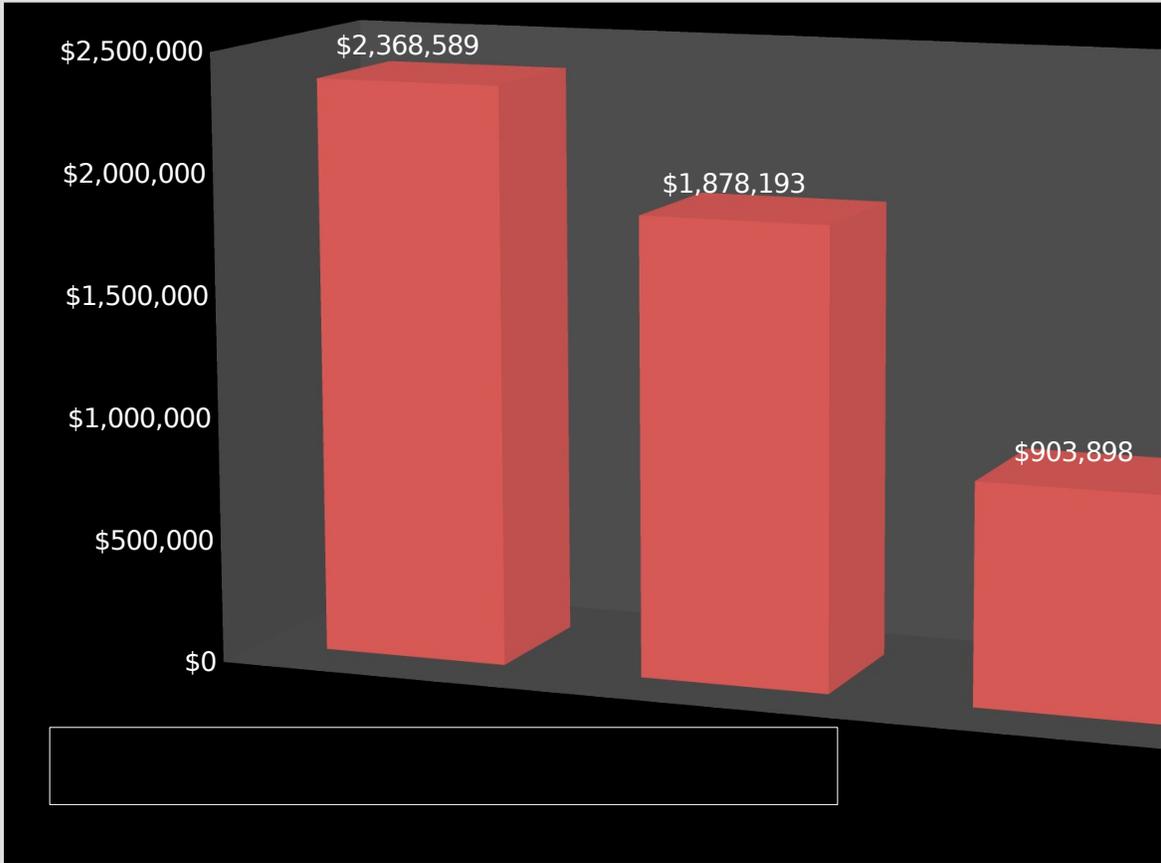
						Days In Stock							
						0-30	31-45	46-60	61-90	90-120			
# Of Units						71	21	37	157	29			
Dollars						\$2,368,589	\$674,701	\$1,203,492	\$839,921	\$33,198			
						Fresh	At Risk			Old			
						71	58	<i>Units</i>			186		
						\$2,368,589	\$1,878,193	<i>Dollars</i>			\$873,119		

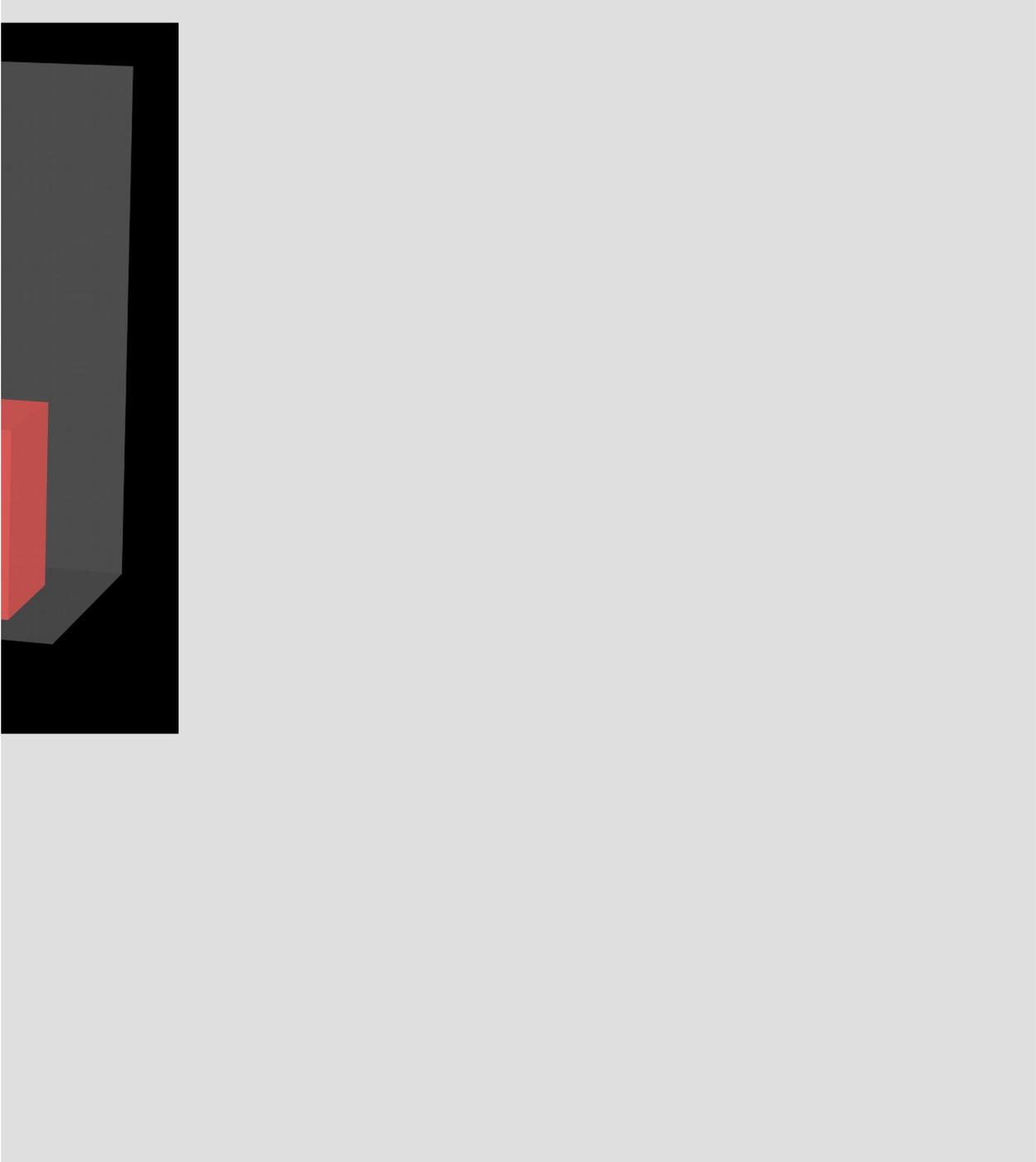
121+	Total
97	412
\$30,779	\$5,150,680
Dead	
97	
\$30,779	\$903,898





9





Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
71	58	<i>Units</i>	186	97
\$2,368,589	\$1,878,193	<i>Dollars</i>	\$873,119	\$30,779
17%	14%	<i>Percent of total in Units</i>	45%	24%
46%	36%	<i>Percent of total in \$</i>	17%	1%
\$33,360	\$32,383	<i>Average Cost per Unit</i>	\$4,694	\$317

412

\$5,150,680

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$903,898
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!