

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	375	726	1101	Finance or Lease Reserve	32536	28879	61415
Finance or Lease Contracts	310	500	810	Service Contracts	12782	27077	39859
Service Contracts	139	424	563	Pre-paid Maintenance			0
Pre-Paid Maintenance	0	0	0	GAP			0
GAP		2	2	Theft Deterrent			0
Theft Deterrent	5	1	6	Paint Sealant & Appearance			0
Paint Sealant & Appearance	1	2	3	Tire/Wheel			0
Tire/Wheel	1	25	26	Lease Care			0
Lease Care	4	11	15	Other_____			0
Other_key/ rust/ other	1 to 1 to 3	2 to 3 to 6	0				0

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	219487	475056	694543
Service Contracts	153242	507086	660328
Pre-Paid maintenance			0
GAP			0
Theft Deterrent			0
Paint Sealant & Appearance			0
Tire/Wheel			0
Lease Care			0
Other_____	1492	1907	3399