

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	1360	889	2249	Finance or Lease Reserve	287218	50943	338161
Finance or Lease Contracts	1125	5959	7084	Service Contracts	6078	7588	13666
Service Contracts	567	386	953	Pre-paid Maintenance			0
Pre-Paid Maintenance	211	0	211	GAP	130	4821	4951
GAP	285	253	538	Theft Deterrent			0
Theft Deterrent	32	22	54	Paint Sealant & Appearance			0
Paint Sealant & Appearance	51	43	94	Tire/Wheel			0
Tire/Wheel	132	33	165	Lease Care			0
Lease Care	0	0	0	Other	320	3673	3993
Other	393	196	589				

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	831576	399242	1230818
Service Contracts	754897	434170	1189067
Pre-Paid maintenance	133225	33306	166531
GAP	141032	111156	252188
Theft Deterrent	11338	7256	18594
Paint Sealant & Appearance	31092	27785	58877
Tire/Wheel	90385	15950	106335
Lease Care			0
Other	238953	92352	331305

we only track reserve, gap and service contract chargebacks
other is everything else