

	Year To Date Production				Year To Date Charge backs		
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	609	545	1154	Finance or Lease Reserve	61434	13060	74494
Finance or Lease Contracts	496	356	852	Service Contracts	88651	32450	121101
Service Contracts	400	285	685	Pre-paid Maintenance	87853	1750	89603
Pre-Paid Maintenance	95	38	133	GAP	8123	875	8998
GAP	87	71	158	Theft Deterrent	0	0	0
Theft Deterrent	0	0	0	Paint Sealant & Appearance	32451	8754	41205
Paint Sealant & Appearance	241	112	353	Tire/Wheel	5752	0	5752
Tire/Wheel	71	21	92	Lease Care	1650	0	1650
Lease Care	9	0	9	Other_____	8492	2164	10656
Dent/Key_____	139	78	217				

	Year To Date Income		
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	464047	245836	709883
Service Contracts	759452	459492	1218944
Pre-Paid maintenance	44553	23655	68208
GAP	45481	33605	79086
Theft Deterrent	0	220	220
Paint Sealant & Appearance	173194	55568	228762
Tire/Wheel	30949	9839	40788
Lease Care	11887	0	11887
Other_____	44221	25120	69341

