

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	550	270	820	Finance or Lease Reserve	-11449	0	-11449
Finance or Lease Contracts	404	141	545	Service Contracts	-79380	-8904	-88284
Service Contracts	317	86	403	Pre-paid Maintenance	-341796	-4166	-345962
Pre-Paid Maintenance	267	40	307	GAP	-17444	-647	-18091
GAP	170	46	216	Theft Deterrent	0	0	0
Theft Deterrent	271	56	327	Paint Sealant & Appearance			0
Paint Sealant & Appearance			0	Tire/Wheel	-7953	-1052	-9005
Tire/Wheel	27	5	32	Lease Care	-2771	0	-2771
Lease Care	11	0	11	Other_____			0
Other_____			0				

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	375924	64528	440452
Service Contracts	489181	144759	633940
Pre-Paid maintenance	250608	48215	298823
GAP	94228	29041	123269
Theft Deterrent	197849	45935	243784
Paint Sealant & Appearance			0
Tire/Wheel	28492	7797	36289
Lease Care	2433	0	2433
Other_____			0