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TOTAL DEALERSHIP

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Page B Used Vehicle & Service - Comparison of 2016 YTD with 2015 YTD						N322 November 2016			A Line = YTD	B Line = YTD Prev Year	C Line = Current vs Prev Percent Change
Dealer Code						Svc Cust+Exprs ROs 2016 ROs 2015 % Change	Service Dept Sales 2016 Sales 2015 % Change	Service Dept Gross 2016 Gross 2015 % Change	Service Dept Expense 2016 Expense 2015 % Change	Service Dept Oper Profit 16 Oper Profit 15 % Change	Svc Customer Billed Hrs 16 Billed Hrs 15 % Change
1	2	3	4	5	6	7	8	9	10	11	12
Ed-01						9,058	2,739,728	1,783,672	1,762,934	20,738	12,159
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Weston-02						7,651	3,416,010	2,447,448	2,130,292	317,156	7,342
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Lyndi-03						3,851	1,027,467	741,114	735,239	5,875	4,131
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Joseph-04						13,284	1,723,050	1,166,750	1,126,789	39,961	12,111
						13,471	1,660,555	1,150,945	1,063,301	87,644	11,755
						(1.39)	3.76	1.37	5.97	(54.41)	3.03
Andrew-05						4,728	1,293,593	528,107	521,567	6,540	3,809
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Pete-06						3,316	687,439	407,503	374,592	32,911	5,164
						3,578	688,191	404,642	371,343	33,299	3,073
						(7.32)	(0.11)	0.71	0.87	(1.17)	68.04
Brock-07						7,783	2,334,214	1,535,001	1,403,670	131,331	11,747
						7,427	2,065,889	1,409,494	1,423,439	(13,945)	10,976
						4.79	12.99	8.90	(1.39)	1,041.78	7.02
Austin-08						12,802	3,780,992	2,791,451	2,379,649	411,802	17,965
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Lindsay-09						17,253	5,349,089	4,039,311	4,137,294	(97,983)	25,704
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Rory-11						5,379	924,800	521,135	693,516	(172,381)	6,000
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Brian-12						16,093	5,137,417	3,851,926	3,983,627	(131,701)	12,362
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Sean-15						8,430	6,471,868	3,936,524	4,150,697	(214,173)	20,719
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Helder-16						7,678	5,683,810	3,984,657	4,355,874	(371,217)	24,052
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Don-17						5,253	3,061,547	2,159,545	2,770,900	(611,355)	13,446
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00
Erin-18						2,799	613,620	405,232	443,011	(37,779)	3,952
						0	0	0	0	0	0
						0.00	0.00	0.00	0.00	0.00	0.00

Page B Used Vehicle & Service - Comparison of 2016 YTD with 2015 YTD						N322 November 2016			A Line = YTD	B Line = YTD Prev Year	C Line = Current vs Prev Percent Change
Dealer Code						Svc Cust+Exprs ROs 2016 ROs 2015 % Change	Service Dept Sales 2016 Sales 2015 % Change	Service Dept Gross 2016 Gross 2015 % Change	Service Dept Expense 2016 Expense 2015 % Change	Service Dept Oper Profit 16 Oper Profit 15 % Change	Svc Customer Billed Hrs 16 Billed Hrs 15 % Change
1	2	3	4	5	6	7	8	9	10	11	12
Chris-19						9,504 0 0.00	1,777,034 0 0.00	1,084,259 0 0.00	1,317,526 0 0.00	(233,267) 0 0.00	6,633 0 0.00
Dan-20						23,480 0 0.00	9,671,250 0 0.00	6,059,803 0 0.00	5,965,404 0 0.00	94,399 0 0.00	35,579 0 0.00
Brandon-21						2,856 0 0.00	605,741 0 0.00	433,172 0 0.00	216,228 0 0.00	216,944 0 0.00	4,157 0 0.00
Graydon-22						2,905 0 0.00	821,996 0 0.00	542,670 0 0.00	416,771 0 0.00	125,899 0 0.00	0 0 0.00
Jorge-23						8,887 0 0.00	2,938,457 0 0.00	2,062,726 0 0.00	2,320,571 0 0.00	(257,845) 0 0.00	10,307 0 0.00
Mark-27						3,762 0 0.00	2,791,421 0 0.00	2,055,809 0 0.00	1,612,287 0 0.00	443,522 0 0.00	107,495 0 0.00
Matt-30						17,554 0 0.00	4,900,481 0 0.00	3,148,782 0 0.00	2,667,187 0 0.00	481,595 0 0.00	25,147 0 0.00
Adrian-31						18,907 0 0.00	5,196,820 0 0.00	3,055,948 0 0.00	2,377,169 0 0.00	678,779 0 0.00	4,484 0 0.00
Larry-33						6,626 0 0.00	2,236,978 0 0.00	1,431,383 0 0.00	1,498,692 0 0.00	(67,309) 0 0.00	11,313 0 0.00
Mark-34						2,457 0 0.00	2,949,216 0 0.00	1,946,068 0 0.00	1,836,727 0 0.00	109,341 0 0.00	7,812 0 0.00
Sean-35						7,832 0 0.00	2,251,385 0 0.00	1,452,391 0 0.00	1,438,317 0 0.00	14,074 0 0.00	8,689 0 0.00

Page C		Parts & Body Shop - Comparison of 2016 YTD with 2015 YTD							N322 November 2016		A Line = YTD	B Line = YTD Prev Year	C Line = Current vs Prev Percent Change
Dealer Code	P&A Dept Sales 2016 Sales 2015 % Change	P&A Dept Gross 2016 Gross 2015 % Change	P&A Dept Expense 2016 Expense 2015 % Change	P&A Dept Oper Profit 16 Oper Profit 15 % Change	Body Shop Cust ROs 16 Cust ROs 15 % Change	Body Shop Sales 2016 Sales 2015 % Change	Body Shop Gross 2016 Gross 2015 % Change	Body Shop Expense 2016 Expense 2015 % Change	Body Shop Oper Profit 16 Oper Profit 15 % Change	Body Customer Billed Hours 16 Billed Hours 15 % Change	Total Dealership Unabsrb Exp 16 Unabsrb Exp 15 % Change		
1	2	3	4	5	6	7	8	9	10	11	12		
Ed-01	5,779,918 0 0.00	1,764,592 0 0.00	1,026,209 0 0.00	738,383 0 0.00	440 0 0.00	966,350 0 0.00	436,414 0 0.00	548,184 0 0.00	(111,770) 0 0.00	12,422 0 0.00	1,066,284 0 0.00		
Weston-02	3,432,373 0 0.00	1,164,385 0 0.00	769,538 0 0.00	394,847 0 0.00	639 0 0.00	665,142 0 0.00	355,863 0 0.00	576,270 0 0.00	(220,407) 0 0.00	10,338 0 0.00	3,573,301 0 0.00		
Lyndi-03	1,148,789 0 0.00	325,116 0 0.00	331,855 0 0.00	(6,739) 0 0.00	144 0 0.00	163,451 0 0.00	96,147 0 0.00	12,955 0 0.00	83,192 0 0.00	180 0 0.00	1,011,701 0 0.00		
Joseph-04	2,479,396 1,989,967 24.59	809,170 670,894 20.61	495,756 448,228 10.60	313,414 222,666 40.76	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	1,097,662 1,035,766 5.98		
Andrew-05	1,086,879 0 0.00	214,930 0 0.00	218,109 0 0.00	(3,179) 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	2,400,754 0 0.00		
Pete-06	1,036,183 1,116,514 (7.19)	327,304 355,703 (7.98)	249,194 272,977 (8.71)	78,110 82,726 (5.58)	395 416 (5.05)	423,938 460,983 (8.04)	192,062 207,185 (7.30)	193,148 190,090 1.61	(1,086) 17,095 (106.35)	5,223 5,782 (9.67)	579,275 589,802 (1.78)		
Brock-07	2,876,053 2,493,169 15.36	909,748 778,199 16.90	461,647 420,062 9.90	448,101 358,137 25.12	0 0 0.00	0 0 0.00	0 0 0.00	0 (6) 100.00	0 6 (100.00)	0 0 0.00	463,244 696,198 (33.46)		
Austin-08	7,310,953 0 0.00	2,138,827 0 0.00	1,261,331 0 0.00	877,496 0 0.00	1,425 0 0.00	1,494,287 0 0.00	819,464 0 0.00	993,987 0 0.00	(174,523) 0 0.00	22,128 0 0.00	2,017,116 0 0.00		
Lindsay-09	6,410,369 0 0.00	2,183,481 0 0.00	1,593,255 0 0.00	590,226 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	4,329,180 0 0.00		
Rory-11	1,551,592 0 0.00	572,120 0 0.00	355,862 0 0.00	216,258 0 0.00	294 0 0.00	585,423 0 0.00	336,240 0 0.00	380,098 0 0.00	(43,858) 0 0.00	4,525 0 0.00	530,427 0 0.00		
Brian-12	8,258,323 0 0.00	2,460,431 0 0.00	1,596,690 0 0.00	863,741 0 0.00	2,002 0 0.00	3,337,422 0 0.00	1,969,464 0 0.00	1,670,356 0 0.00	299,108 0 0.00	44,382 0 0.00	3,098,004 0 0.00		
Sean-15	7,243,344 0 0.00	2,304,482 0 0.00	1,946,670 0 0.00	357,812 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	4,658,788 0 0.00		
Helder-16	8,082,412 0 0.00	2,360,875 0 0.00	1,383,467 0 0.00	977,408 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	4,294,488 0 0.00		
Don-17	3,958,948 0 0.00	1,241,089 0 0.00	1,088,832 0 0.00	152,257 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	3,611,303 0 0.00		
Erin-18	689,955 0 0.00	210,638 0 0.00	172,116 0 0.00	38,522 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	0 0 0.00	507,172 0 0.00		

Page C		Parts & Body Shop - Comparison of 2016 YTD with 2015 YTD							N322 November 2016		A Line = YTD	B Line = YTD Prev Year	C Line = Current vs Prev Percent Change
Dealer Code	P&A Dept Sales 2016 Sales 2015 % Change	P&A Dept Gross 2016 Gross 2015 % Change	P&A Dept Expense 2016 Expense 2015 % Change	P&A Dept Oper Profit 16 Oper Profit 15 % Change	Body Shop Cust ROs 16 Cust ROs 15 % Change	Body Shop Sales 2016 Sales 2015 % Change	Body Shop Gross 2016 Gross 2015 % Change	Body Shop Expense 2016 Expense 2015 % Change	Body Shop Oper Profit 16 Oper Profit 15 % Change	Body Customer Billed Hours 16 Billed Hours 15 % Change	Total Dealership Unabsrb Exp 16 Unabsrb Exp 15 % Change		
1	2	3	4	5	6	7	8	9	10	11	12		
Chris-19	2,881,498	949,895	684,793	265,102	0	0	0	0	0	0	914,130		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Dan-20	13,588,673	3,602,408	2,643,516	958,892	0	0	0	0	0	0	8,750,957		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Brandon-21	738,930	257,535	83,224	174,311	0	0	0	670	(670)	0	410,303		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Graydon-22	1,561,706	466,462	239,198	227,264	441	320,909	169,446	97,691	71,755	0	221,072		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Jorge-23	4,980,579	1,649,764	1,149,202	500,562	959	897,839	441,706	715,240	(273,534)	5,308	3,250,638		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-27	3,448,416	1,170,971	757,774	413,197	0	0	0	0	0	0	1,286,938		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Matt-30	7,227,042	1,929,411	1,359,615	569,796	1,565	2,017,110	1,004,092	1,355,047	(350,955)	35,821	2,840,526		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Adrian-31	4,253,370	1,476,711	1,011,057	465,654	0	0	0	0	0	0	2,348,901		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Larry-33	3,835,379	898,081	870,870	27,211	0	0	0	0	0	0	1,994,509		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-34	4,631,820	1,090,295	724,798	365,497	0	0	0	0	0	0	2,103,979		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-35	3,319,031	928,629	595,070	333,559	0	0	0	0	0	0	1,541,270		
	0	0	0	0	0	0	0	0	0	0	0		
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page D		Expense Absorption / Breakeven Profile					N322 November 2016				A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Guide = 40%	Guide = 30%	Guide = 10%	Guide = 20%	A UV+SPB Gross Per Month B Ttl Dealership Expense / Mo	A Total % Absorption B NV Sales Dependency	Unabsorbed Expenses	New Vehicle Gross PNVS	A Breakeven Units B Breakeven Gross	PNVS (New Retl Units +Convtrd Fleet)	% New Unit Sales Needed To Cover Expenses	
	Used Vehicle	Service Dept	Body Shop	Parts Dept								
PNVS Per Month	A Gross / Month B %Absorption	A Gross / Month B %Absorption	A Gross / Month B %Absorption	A Gross / Month B %Absorption	6	7	8	9	10	11	12	
1	2	3	4	5	6	7	8	9	10	11	12	
Ray-44	77,745	82,811	85,404	77,123	323,083	104.11			(10)	20		
20	25.05	26.68	27.52	24.85	310,337	(4.11)	(12,746)	1,232	(637)		(50.00)	
	56,658	77,150	64,327	77,277	275,412	102.30			(7)	11		
11	21.05	28.66	23.89	28.70	269,222	(2.30)	(6,190)	841	(563)		(63.64)	
BOC Honda	207,113	280,966	19,911	153,615	661,605	97.46			10	134		
134	30.55	41.35	2.95	22.61	678,850	3.30	17,245	1,701	129		6.42	
	213,082	286,676	20,943	158,770	679,469	101.10			(4)	125		
125	31.71	42.66	3.12	23.62	672,068	(2.38)	(7,401)	1,822	(59)		(9.93)	
BOC Mazda	157,173	114,204	7,956	72,786	352,119	93.44			14	62		
62	41.87	30.03	2.18	19.21	376,837	5.88	24,719	1,704	398		26.79	
	148,989	113,413	6,606	73,359	342,367	89.06			23	63		
63	38.76	29.50	1.72	19.08	384,425	9.56	42,057	1,798	664		41.89	
Graydon-22	169,813	49,334	15,404	42,406	276,956	93.23			11	25		
25	57.17	16.61	5.19	14.28	297,054	6.77	20,098	1,844	804		44.00	
	146,530	45,580	17,458	42,978	252,546	89.80			16	29		
29	52.10	16.21	6.21	15.28	281,244	10.20	28,698	1,838	990		55.17	
BOC GM 2	77,650	70,105	23,749	58,672	230,175	91.64			9	28		
28	30.92	27.91	9.46	23.36	251,166	8.11	20,991	2,354	747		27.99	
	81,950	70,180	24,401	59,121	235,652	93.53			7	30		
30	32.52	27.85	9.68	23.46	251,964	5.79	16,312	2,524	537		15.27	
Bradley-38	69,941	213,009	0	115,005	397,954	90.69			47	51		
51	15.94	48.54	0.00	26.21	438,808	9.31	40,854	873	801		92.16	
	87,018	208,499	0	121,954	417,471	97.76			20	42		
42	20.38	48.83	0.00	28.56	427,018	2.24	9,547	486	227		47.62	
Seth-45	186,674	161,094	36,680	123,683	508,131	90.19			27	62		
62	33.14	28.59	6.51	21.95	563,370	9.81	55,239	2,083	891		43.55	
	149,590	152,562	38,144	130,359	470,655	84.29			49	75		
75	26.79	27.32	6.83	23.35	558,390	15.71	87,735	1,787	1,170		65.33	
BOC Ford 2	96,521	64,120	16,425	48,427	225,493	89.35			10	28		
28	38.25	25.41	6.51	19.19	252,368	9.82	26,875	2,697	966		33.33	
	103,172	66,531	16,152	51,475	237,330	101.56			(1)	29		
29	44.15	28.47	6.91	22.03	233,683	(5.30)	(3,646)	3,003	(127)		(3.97)	
Brock-07	74,046	139,546	0	82,704	296,296	87.56			18	57		
57	21.88	41.24	0.00	24.44	338,409	12.44	42,113	2,391	739		31.58	
	75,823	166,233	0	103,173	345,229	90.32			16	56		
56	19.84	43.49	0.00	26.99	382,242	9.68	37,013	2,356	661		28.57	
Nate-43	135,590	180,058	67,031	148,695	531,375	85.95			65	99		
99	21.93	29.12	10.84	24.05	618,257	14.05	86,882	1,338	878		65.66	
	117,686	178,761	68,757	159,055	524,259	85.57			50	65		
65	19.21	29.18	11.22	25.96	612,649	14.43	88,390	1,757	1,360		76.92	
BOC M-B	208,497	414,804	5,685	277,778	906,765	85.18			32	92		
92	19.59	38.97	0.53	26.09	1,064,518	13.91	157,754	5,110	1,712		32.01	
	191,009	411,413	3,901	277,057	883,380	83.90			33	92		
92	18.14	39.07	0.37	26.31	1,052,926	13.40	169,546	5,099	1,850		30.64	
Chris-19	271,377	98,569	0	86,354	456,301	84.59			33	94		
94	50.31	18.27	0.00	16.01	539,403	15.41	83,102	2,551	884		35.11	

Page D		Expense Absorption / Breakeven Profile				N322 November 2016					A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Guide = 40%	Guide = 30%	Guide = 10%	Guide = 20%	A UV+SPB Gross Per Month	A Total % Absorption	Unabsorbed Expenses	New Vehicle Gross PNVS	A Breakeven Units	PNVS	% New Unit Sales Needed To Cover Expenses	
PNVS Per Month	Used Vehicle A Gross / Month B %Absorption	Service Dept A Gross / Month B %Absorption	Body Shop A Gross / Month B %Absorption	Parts Dept A Gross / Month B %Absorption	B Ttl Dealership Expense / Mo	B NV Sales Dependency	8	9	B Breakeven Gross	(New Retl Units +Convtrd Fleet)	12	
1	2	3	4	5	6	7	8	9	10	11	12	
	254,220	106,757	0	80,385	441,362	78.81			45	98		
98	45.39	19.06	0.00	14.35	560,025	21.19	118,663	2,620	1,211		45.92	
Ed-01	145,345	162,152	39,674	160,417	507,588	83.97			42	125		
125	24.04	26.82	6.56	26.54	604,523	16.03	96,935	2,314	775		33.60	
	159,482	161,905	47,922	166,772	536,081	84.63			41	134		
134	25.18	25.56	7.57	26.33	633,412	15.37	97,331	2,377	726		30.60	
BOC Toyota	242,756	264,966	18,551	151,681	677,954	83.62			53	135		
135	30.24	32.68	2.34	18.71	810,709	16.31	132,755	2,310	984		43.45	
	236,192	279,676	19,320	161,404	696,592	87.14			41	136		
136	29.55	34.98	2.42	20.19	799,426	12.37	102,834	2,295	756		34.74	
BOC Acura	80,643	144,190	418	74,435	299,686	82.07			39	48		
48	22.08	39.49	0.11	20.38	365,173	14.60	65,487	1,450	1,371		159.16	
	81,168	149,289	536	83,516	314,509	87.86			27	47		
47	22.67	41.70	0.15	23.33	357,984	9.60	43,475	1,286	920		784.66	
Austin-08	297,076	253,768	74,497	194,439	819,780	81.72			121	159		
159	29.61	25.30	7.43	19.38	1,003,154	18.28	183,374	1,521	1,153		76.10	
	246,773	242,159	72,975	194,287	756,194	74.48			149	144		
144	24.30	23.85	7.19	19.14	1,015,348	25.52	259,154	1,745	1,800		103.47	
Geoff-39	181,199	247,093	0	121,293	549,585	81.05			59	107		
107	26.72	36.44	0.00	17.89	678,085	18.95	128,500	2,194	1,201		55.14	
	179,411	257,954	0	143,321	580,686	91.50			26	95		
95	28.27	40.65	0.00	22.58	634,626	8.50	53,940	2,073	568		27.37	
BOC VW	104,108	123,329	28,800	86,386	342,622	80.82			21	45		
45	24.56	29.09	6.79	20.38	423,949	18.66	81,326	3,799	1,802		52.58	
	93,133	122,306	27,333	94,634	337,406	80.89			17	48		
48	22.33	29.32	6.55	22.69	417,135	19.30	79,729	4,523	1,663		38.39	
James-99	96,713	98,073	40,013	95,964	330,763	79.62			16	31		
31	23.28	23.61	9.63	23.10	415,426	20.38	84,663	5,367	2,731		51.61	
	79,714	94,850	45,701	102,551	322,816	82.23			16	34		
34	20.30	24.16	11.64	26.12	392,600	17.77	69,784	4,292	2,052		47.06	
Brian-12	291,575	350,175	179,042	223,676	1,044,467	78.76			137	153		
153	21.99	26.41	13.50	16.87	1,326,104	21.24	281,637	2,054	1,841		89.54	
	221,871	350,696	202,071	211,404	986,042	78.22			161	140		
140	17.60	27.82	16.03	16.77	1,260,610	21.78	274,568	1,706	1,961		115.00	
Kevin-40	190,803	140,581	0	61,586	392,970	77.71			54	63		
63	37.73	27.80	0.00	12.18	505,675	22.29	112,705	2,095	1,789		85.71	
	159,337	137,003	0	63,045	359,385	72.86			69	62		
62	32.30	27.77	0.00	12.78	493,278	27.14	133,893	1,929	2,160		111.29	
Rory-11	24,900	47,376	30,567	52,011	154,854	76.25			18	38		
38	12.26	23.33	15.05	25.61	203,075	23.75	48,221	2,655	1,269		47.37	
	24,789	70,994	46,345	73,538	215,666	96.51			2	29		
29	11.09	31.77	20.74	32.91	223,456	3.49	7,790	3,236	269		6.90	
Joseph-04	127,230	106,068	0	73,561	306,859	75.46			58	70		
70	31.29	26.08	0.00	18.09	406,647	24.54	99,788	1,724	1,426		82.86	
	127,674	100,190	0	73,766	301,630	75.00			62	72		
72	31.74	24.91	0.00	18.34	402,192	25.00	100,562	1,612	1,397		86.11	

Page D		Expense Absorption / Breakeven Profile								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Guide = 40%	Guide = 30%	Guide = 10%	Guide = 20%	A UV+SPB Gross Per Month	A Total % Absorption	Unabsorbed Expenses	New Vehicle Gross PNVS	A Breakeven Units	PNVS	% New Unit Sales Needed To Cover Expenses		
PNVS Per Month	Used Vehicle A Gross / Month B %Absorption	Service Dept A Gross / Month B %Absorption	Body Shop A Gross / Month B %Absorption	Parts Dept A Gross / Month B %Absorption	B Ttl Dealership Expense / Mo	B NV Sales Dependency			B Breakeven Gross	(New Retl Units +Convtrd Fleet)			
1	2	3	4	5	6	7	8	9	10	11	12		
Mark-27	63,570	186,892	0	106,452	356,914	75.31			105	45			
45	13.41	39.44	0.00	22.46	473,908	24.69	116,994	1,116	2,600		233.33		
	92,823	206,552	0	117,220	416,595	79.72			102	44			
44	17.76	39.52	0.00	22.43	522,601	20.28	106,006	1,038	2,409		231.82		
Adrian-31	179,661	277,813	0	134,246	591,721	73.48			164	176			
176	22.31	34.50	0.00	16.67	805,258	26.52	213,537	1,300	1,213		93.18		
	145,612	249,905	0	125,152	520,669	71.07			191	165			
165	19.87	34.11	0.00	17.08	732,649	28.93	211,980	1,111	1,285		115.76		
Matt-30	158,491	286,253	91,281	175,401	711,426	73.37			77	113			
113	16.35	29.52	9.41	18.09	969,656	26.63	258,230	3,339	2,285		68.14		
	170,274	268,828	60,113	172,214	671,429	71.12			99	105			
105	18.03	28.47	6.37	18.24	944,138	28.88	272,709	2,758	2,597		94.29		

Page 3		Principal Sales & Operating Profit Recap						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code			Service Dept Sales Per Month % Total Sales	P&A Dept Sales Per Month % Total Sales	Body Shop Sales Per Month % Total Sales			Service Operating Profit Per Month % Dept Sales	P&A Dept Operating Profit Per Month % Dept Sales	Body Shop Operating Profit Per Month % Dept Sales		
1	2	3	4	5	6	7	8	9	10	11	12	
Ed-01			249,066	525,447	87,850			1,885	67,126	(10,161)		
6,717,014			3.71	7.82	1.31			0.76	12.77	(11.57)		
			254,851	547,437	107,905			(13,087)	77,973	(1,434)		
7,404,862			3.44	7.39	1.46			(5.14)	14.24	(1.33)		
Weston-02			310,546	312,034	60,467			28,832	35,895	(20,037)		
17,443,164			1.78	1.79	0.35			9.28	11.50	(33.14)		
			306,163	316,212	75,549			31,896	37,541	(16,061)		
14,477,815			2.11	2.18	0.52			10.42	11.87	(21.26)		
Lyndi-03			93,406	104,435	14,859			534	(613)	7,563		
2,348,475			3.98	4.45	0.63			0.57	(0.59)	50.90		
			118,078	119,583	17,816			23,289	4,286	10,277		
2,368,704			4.98	5.05	0.75			19.72	3.58	57.68		
Joseph-04			156,641	225,400	0			3,633	28,492	0		
3,674,663			4.26	6.13	0.00			2.32	12.64	0.00		
			155,458	214,460	0			(768)	30,129	0		
3,702,054			4.20	5.79	0.00			(0.49)	14.05	0.00		
Andrew-05			117,599	98,807	0			595	(289)	0		
7,916,468			1.49	1.25	0.00			0.51	(0.29)	0.00		
			133,302	103,770	0			241	1,495	0		
7,922,829			1.68	1.31	0.00			0.18	1.44	0.00		
Pete-06			62,494	94,198	38,540			2,992	7,101	(99)		
1,386,052			4.51	6.80	2.78			4.79	7.54	(0.26)		
			54,534	102,087	47,771			353	9,123	5,452		
1,452,149			3.76	7.03	3.29			0.65	8.94	11.41		
Brock-07			212,201	261,459	0			11,939	40,736	0		
3,273,194			6.48	7.99	0.00			5.63	15.58	0.00		
			246,070	360,332	0			26,439	51,251	0		
3,006,399			8.18	11.99	0.00			10.74	14.22	0.00		
Austin-08			343,727	664,632	135,844			37,437	79,772	(15,866)		
8,761,284			3.92	7.59	1.55			10.89	12.00	(11.68)		
			323,529	659,961	136,008			20,907	87,649	(21,156)		
8,799,595			3.68	7.50	1.55			6.46	13.28	(15.55)		
Lindsay-09			486,281	582,761	0			(8,908)	53,657	0		
8,417,491			5.78	6.92	0.00			(1.83)	9.21	0.00		
			505,228	582,282	0			(10,575)	50,776	0		
8,780,133			5.75	6.63	0.00			(2.09)	8.72	0.00		
Rory-11			84,073	141,054	53,220			(15,671)	19,660	(3,987)		
2,568,704			3.27	5.49	2.07			(18.64)	13.94	(7.49)		
			109,843	235,367	91,802			5,746	36,099	(472)		
2,431,601			4.52	9.68	3.78			5.23	15.34	(0.51)		
Brian-12			467,038	750,757	303,402			(11,973)	78,522	27,192		
10,241,314			4.56	7.33	2.96			(2.56)	10.46	8.96		
			460,078	725,785	346,326			(8,222)	72,645	52,878		
9,551,339			4.82	7.60	3.63			(1.79)	10.01	15.27		
Sean-15			588,352	658,486	0			(19,470)	32,528	0		
13,039,342			4.51	5.05	0.00			(3.31)	4.94	0.00		

Page 3		Principal Sales & Operating Profit Recap							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code			Service Dept Sales Per Month % Total Sales	P&A Dept Sales Per Month % Total Sales	Body Shop Sales Per Month % Total Sales			Service Operating Profit Per Month % Dept Sales	P&A Dept Operating Profit Per Month % Dept Sales	Body Shop Operating Profit Per Month % Dept Sales			
1	2	3	4	5	6	7	8	9	10	11	12		
			667,964	674,441	0			(35,058)	(6,567)	0			
	17,848,475		3.74	3.78	0.00			(5.25)	(0.97)	0.00			
Helder-16			516,710	734,765	0			(33,747)	88,855	0			
	15,078,118		3.43	4.87	0.00			(6.53)	12.09	0.00			
			517,881	677,138	0			(15,023)	60,889	0			
	15,800,563		3.28	4.29	0.00			(2.90)	8.99	0.00			
Don-17			278,322	359,904	0			(55,578)	13,842	0			
	9,357,737		2.97	3.85	0.00			(19.97)	3.85	0.00			
			281,561	363,865	0			(60,114)	2,300	0			
	11,342,066		2.48	3.21	0.00			(21.35)	0.63	0.00			
Erin-18			55,784	62,723	0			(3,434)	3,502	0			
	1,300,549		4.29	4.82	0.00			(6.16)	5.58	0.00			
			60,994	74,307	0			180	5,028	0			
	1,199,166		5.09	6.20	0.00			0.30	6.77	0.00			
Chris-19			161,549	261,954	0			(21,206)	24,100	0			
	6,335,081		2.55	4.13	0.00			(13.13)	9.20	0.00			
			167,427	276,617	0			(35,646)	15,749	0			
	6,721,477		2.49	4.12	0.00			(21.29)	5.69	0.00			
Dan-20			879,205	1,235,334	0			8,582	87,172	0			
	18,401,369		4.78	6.71	0.00			0.98	7.06	0.00			
			805,748	1,109,073	0			(73,221)	29,691	0			
	18,477,506		4.36	6.00	0.00			(9.09)	2.68	0.00			
Brandon-21			55,067	67,175	0			19,722	15,846	(61)			
	1,235,910		4.46	5.44	0.00			35.81	23.59	0.00			
			47,599	68,315	0			(4,093)	5,982	0			
	978,963		4.86	6.98	0.00			(8.60)	8.76	0.00			
Graydon-22			74,727	141,973	29,174			11,445	20,660	6,523			
	3,495,855		2.14	4.06	0.83			15.32	14.55	22.36			
			69,506	146,502	30,929			(7,073)	10,977	(3,530)			
	3,942,416		1.76	3.72	0.78			(10.18)	7.49	(11.41)			
Jorge-23			267,132	452,780	81,622			(23,440)	45,506	(24,867)			
	6,601,890		4.05	6.86	1.24			(8.77)	10.05	(30.47)			
			246,050	455,112	82,960			(1,140)	39,413	(33,124)			
	6,142,123		4.01	7.41	1.35			(0.46)	8.66	(39.93)			
Mark-27			253,766	313,492	0			40,320	37,563	0			
	4,508,205		5.63	6.95	0.00			15.89	11.98	0.00			
			295,032	372,733	0			48,868	44,138	0			
	4,906,534		6.01	7.60	0.00			16.56	11.84	0.00			
Matt-30			445,498	657,004	183,374			43,781	51,800	(31,905)			
	6,899,697		6.46	9.52	2.66			9.83	7.88	(17.40)			
			429,747	659,991	139,818			(2,385)	52,051	(35,007)			
	6,997,727		6.14	9.43	2.00			(0.55)	7.89	(25.04)			
Adrian-31			472,438	386,670	0			61,707	42,332	0			
	7,586,262		6.23	5.10	0.00			13.06	10.95	0.00			
			387,309	370,524	0			48,131	33,560	0			
	7,083,580		5.47	5.23	0.00			12.43	9.06	0.00			

Page 3		Principal Sales & Operating Profit Recap							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code			Service Dept Sales Per Month % Total Sales	P&A Dept Sales Per Month % Total Sales	Body Shop Sales Per Month % Total Sales			Service Operating Profit Per Month % Dept Sales	P&A Dept Operating Profit Per Month % Dept Sales	Body Shop Operating Profit Per Month % Dept Sales			
1	2	3	4	5	6	7	8	9	10	11	12		
Larry-33			203,362	348,671	0			(6,119)	2,474	0			
5,785,343			3.52	6.03	0.00			(3.01)	0.71	0.00			
			261,937	494,854	0			14,271	27,314	0			
6,464,888			4.05	7.65	0.00			5.45	5.52	0.00			
Mark-34			268,111	421,075	0			9,940	33,227	0			
7,744,946			3.46	5.44	0.00			3.71	7.89	0.00			
			336,406	538,436	0			38,568	54,198	0			
8,656,695			3.89	6.22	0.00			11.46	10.07	0.00			
Sean-35			204,671	301,730	0			1,279	30,324	0			
5,410,805			3.78	5.58	0.00			0.63	10.05	0.00			
			267,529	425,604	0			30,901	45,488	0			
6,514,319			4.11	6.53	0.00			11.55	10.69	0.00			

Page 4		Principal Gross & Expense Recap								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code			Service Dept Gross Per Month % Dept Sales	P&A Dept Gross Per Month % Dept Sales	Body Shop Gross Per Month % Dept Sales			Service Dept Expense Per Month % Dept Gross	P&A Dept Expense Per Month % Dept Gross	Body Shop Expense Per Month % Dept Gross			
1	2	3	4	5	6	7	8	9	10	11	12		
Ed-01			162,152	160,417	39,674			160,267	93,292	49,835			
794,231			65.10	30.53	45.16			98.84	58.16	125.61			
			161,905	166,772	47,922			174,992	88,799	49,356			
853,184			63.53	30.46	44.41			108.08	53.25	102.99			
Weston-02			222,495	105,853	32,351			193,663	69,958	52,388			
1,038,993			71.65	33.92	53.50			87.04	66.09	161.94			
			219,058	107,596	41,000			187,162	70,055	57,061			
919,130			71.55	34.03	54.27			85.44	65.11	139.17			
Lyndi-03			67,374	29,556	8,741			66,840	30,169	1,178			
220,756			72.13	28.30	58.82			99.21	102.07	13.47			
			86,075	35,279	10,574			62,786	30,993	297			
230,760			72.90	29.50	59.35			72.94	87.85	2.81			
Joseph-04			106,068	73,561	0			102,435	45,069	0			
428,312			67.71	32.64	0.00			96.58	61.27	0.00			
			100,190	73,766	0			100,958	43,637	0			
417,668			64.45	34.40	0.00			100.77	59.16	0.00			
Andrew-05			48,010	19,539	0			47,415	19,828	0			
792,261			40.82	19.77	0.00			98.76	101.48	0.00			
			53,372	23,286	0			53,131	21,791	0			
912,151			40.04	22.44	0.00			99.55	93.58	0.00			
Pete-06			37,046	29,755	17,460			34,054	22,654	17,559			
192,682			59.28	31.59	45.30			91.92	76.14	100.57			
			31,695	30,652	22,601			31,342	21,529	17,149			
184,732			58.12	30.03	47.31			98.89	70.24	75.88			
Brock-07			139,546	82,704	0			127,606	41,968	0			
431,716			65.76	31.63	0.00			91.44	50.74	0.00			
			166,233	103,173	0			139,794	51,922	0			
477,145			67.56	28.63	0.00			84.10	50.33	0.00			
Austin-08			253,768	194,439	74,497			216,332	114,666	90,362			
1,061,120			73.83	29.26	54.84			85.25	58.97	121.30			
			242,159	194,287	72,975			221,252	106,638	94,131			
1,007,466			74.85	29.44	53.65			91.37	54.89	128.99			
Lindsay-09			367,210	198,498	0			376,118	144,841	0			
1,276,192			75.51	34.06	0.00			102.43	72.97	0.00			
			377,500	203,264	0			388,075	152,488	0			
1,300,638			74.72	34.91	0.00			102.80	75.02	0.00			
Rory-11			47,376	52,011	30,567			63,047	32,351	34,554			
258,239			56.35	36.87	57.44			133.08	62.20	113.04			
			70,994	73,538	46,345			65,248	37,439	46,817			
310,484			64.63	31.24	50.48			91.91	50.91	101.02			
Brian-12			350,175	223,676	179,042			362,148	145,154	151,851			
1,366,715			74.98	29.79	59.01			103.42	64.89	84.81			
			350,696	211,404	202,071			358,918	138,759	149,193			
1,229,757			76.23	29.13	58.35			102.34	65.64	73.83			
Sean-15			357,866	209,498	0			377,336	176,970	0			
1,215,026			60.83	31.82	0.00			105.44	84.47	0.00			

Page 4		Principal Gross & Expense Recap								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code			Service Dept Gross Per Month % Dept Sales	P&A Dept Gross Per Month % Dept Sales	Body Shop Gross Per Month % Dept Sales			Service Dept Expense Per Month % Dept Gross	P&A Dept Expense Per Month % Dept Gross	Body Shop Expense Per Month % Dept Gross			
1	2	3	4	5	6	7	8	9	10	11	12		
			358,621	203,894	0			393,679	210,461	0			
			53.69	30.23	0.00			109.78	103.22	0.00			
Helder-16			362,242	214,625	0			395,989	125,770	0			
			70.11	29.21	0.00			109.32	58.60	0.00			
			353,739	182,463	0			368,762	121,574	0			
			68.31	26.95	0.00			104.25	66.63	0.00			
Don-17			196,322	112,826	0			251,900	98,985	0			
			70.54	31.35	0.00			128.31	87.73	0.00			
			202,236	115,911	0			262,350	113,611	0			
			71.83	31.86	0.00			129.72	98.02	0.00			
Erin-18			36,839	19,149	0			40,274	15,647	0			
			66.04	30.53	0.00			109.32	81.71	0.00			
			43,398	21,503	0			43,218	16,475	0			
			71.15	28.94	0.00			99.59	76.62	0.00			
Chris-19			98,569	86,354	0			119,775	62,254	0			
			61.02	32.97	0.00			121.51	72.09	0.00			
			106,757	80,385	0			142,403	64,636	0			
			63.76	29.06	0.00			133.39	80.41	0.00			
Dan-20			550,891	327,492	0			542,309	240,320	0			
			62.66	26.51	0.00			98.44	73.38	0.00			
			506,133	288,006	0			579,354	258,315	0			
			62.82	25.97	0.00			114.47	89.69	0.00			
Brandon-21			39,379	23,412	0			19,657	7,566	61			
			71.51	34.85	0.00			49.92	32.32	0.00			
			35,497	22,192	0			39,590	16,210	0			
			74.58	32.48	0.00			111.53	73.04	0.00			
Graydon-22			49,334	42,406	15,404			37,888	21,745	8,881			
			66.02	29.87	52.80			76.80	51.28	57.65			
			45,580	42,978	17,458			52,653	32,001	20,988			
			65.58	29.34	56.45			115.52	74.46	120.22			
Jorge-23			187,521	149,979	40,155			210,961	104,473	65,022			
			70.20	33.12	49.20			112.50	69.66	161.93			
			172,470	142,159	43,271			173,610	102,746	76,395			
			70.10	31.24	52.16			100.66	72.28	176.55			
Mark-27			186,892	106,452	0			146,572	68,889	0			
			73.65	33.96	0.00			78.43	64.71	0.00			
			206,552	117,220	0			157,684	73,082	0			
			70.01	31.45	0.00			76.34	62.35	0.00			
Matt-30			286,253	175,401	91,281			242,472	123,601	123,186			
			64.25	26.70	49.78			84.71	70.47	134.95			
			268,828	172,214	60,113			271,213	120,163	95,120			
			62.55	26.09	42.99			100.89	69.78	158.24			
Adrian-31			277,813	134,246	0			216,106	91,914	0			
			58.80	34.72	0.00			77.79	68.47	0.00			
			249,905	125,152	0			201,774	91,592	0			
			64.52	33.78	0.00			80.74	73.18	0.00			

Page 4		Principal Gross & Expense Recap								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code			Service Dept Gross Per Month % Dept Sales	P&A Dept Gross Per Month % Dept Sales	Body Shop Gross Per Month % Dept Sales			Service Dept Expense Per Month % Dept Gross	P&A Dept Expense Per Month % Dept Gross	Body Shop Expense Per Month % Dept Gross			
1	2	3	4	5	6	7	8	9	10	11	12		
Larry-33			130,126	81,644	0			136,245	79,170	0			
580,693			63.99	23.42	0.00			104.70	96.97	0.00			
			165,850	100,378	0			151,579	73,064	0			
697,838			63.32	20.28	0.00			91.40	72.79	0.00			
Mark-34			176,915	99,118	0			166,975	65,891	0			
760,516			65.99	23.54	0.00			94.38	66.48	0.00			
			228,804	125,339	0			190,236	71,141	0			
893,485			68.01	23.28	0.00			83.14	56.76	0.00			
Sean-35			132,036	84,421	0			130,756	54,097	0			
573,009			64.51	27.98	0.00			99.03	64.08	0.00			
			170,819	110,703	0			139,918	65,215	0			
655,528			63.85	26.01	0.00			81.91	58.91	0.00			

Page 5		Cash and Receivables Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code				Guide = 50%			Guide = 25%						
Total Dealership Sales / Month			Svc,Parts&Body A Receivables B Sales / Month (excl War&Intl)	Svc,Parts&Body Receivables A % Sales B Excess	Past Due Recvcs A Svc,Pts,Bdy C Warranty B&D=%past due	Warranty A Receivables B Receivables%	Warranty A Sales / Month B Excess Over 7 Days						
1	2	3	4	5	6	7	8	9	10	11	12		
Ray-44			(2,308,040)	(566.90)	0	2,391	49,187						
1,813,856			407,136	(2,511,608)	0.00	4.86	(9,906)						
				(633.88)	0		45,890						
1,387,803			364,111	(2,490,096)	0.00	5.21	(9,082)						
Matt-30			29,271	3.07	11,699	62,713	242,610						
6,899,697			952,525	(446,992)	39.97	25.85	2,061						
				3.18	10,566		226,498						
6,997,727			920,790	(431,124)	16.85	27.69	6,089						
Rachel-97			14,370	9.75	0	15,489	59,649						
2,290,006			147,417	(59,339)	0.00	25.97	577						
				9.19	0		46,210						
2,690,251			156,398	(63,829)	0.00	33.52	3,937						
Israel-46			76,622	13.52	3,578	9,450	98,723						
5,138,649			566,678	(206,717)	4.67	9.57	(15,231)						
				13.68	0		114,235						
4,906,996			560,236	(203,496)	0.00	8.27	(19,109)						
Joseph-04			34,112	14.82	0	47,512	112,922						
3,674,663			230,137	(80,957)	0.00	42.08	19,282						
				14.79	0		103,258						
3,702,054			230,615	(81,196)	0.00	46.01	21,698						
Chris-19			39,094	16.60	20,183	8,406	101,864						
6,335,081			235,565	(78,689)	51.63	8.25	(17,060)						
				16.37	0		94,516						
6,721,477			238,783	(80,298)	0.00	8.89	(15,223)						
Erin-18			15,211	16.90	3,363	9,168	14,870						
1,300,549			90,025	(29,802)	22.11	61.65	5,451						
				15.75	0		25,331						
1,199,166			96,590	(33,084)	0.00	36.19	2,835						
BOC VW			74,303	17.57	18,965	43,934	72,017						
3,521,264			422,903	(137,148)	25.52	61.01	25,930						
				17.78	3,271		77,790						
3,537,263			417,931	(134,662)	7.45	56.48	24,487						
Bob-42			10,956	18.46	0	(1,207)	18,988						
1,109,027			59,344	(18,716)	0.00	(6.36)	(5,954)						
				23.88	0		19,282						
863,554			45,880	(11,984)	0.00	(6.26)	(6,028)						
Geoff-39			109,604	18.67	13,685	148,023	103,063						
6,618,654			587,202	(183,997)	12.49	143.62	122,257						
				16.03	165		115,535						
6,410,339			683,795	(232,294)	0.11	128.12	119,139						
Pete-06			25,016	19.59	19,626	10,833	46,400						
1,386,052			127,700	(38,834)	78.45	23.35	(767)						
				18.04	0		44,756						
1,452,149			138,701	(44,335)	0.00	24.20	(356)						
Mark-34			95,389	21.51	73,896	84,836	165,636						
7,744,946			443,488	(126,355)	77.47	51.22	43,427						

Page 5		Cash and Receivables Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
				Guide = 50%			Guide = 25%						
Dealer Code			Svc,Parts&Body A Receivables B Sales / Month (excl War&Intl)	Svc,Parts&Body Receivables A % Sales B Excess	Past Due Recvcs A Svc,Pts,Bdy C Warranty B&D=%past due	Warranty A Receivables B Receivables%	Warranty A Sales / Month B Excess Over 7 Days						
1	2	3	4	5	6	7	8	9	10	11	12		
				15.19	61,000		171,009						
	8,656,695		628,036	(218,629)	71.90	49.61	42,084						
Weston-02			94,507	21.54	79,612	63,139	168,457						
	17,443,164		438,823	(124,905)	84.24	37.48	21,025						
				22.03	0		190,590						
	14,477,815		428,980	(119,983)	0.00	33.13	15,492						
Sean-15			192,684	23.50	0	105,727	259,956						
	13,039,342		819,906	(217,269)	0.00	40.67	40,738						
				20.32	0		206,628						
	17,848,475		948,054	(281,343)	0.00	51.17	54,070						
Lindsay-09			185,976	27.56	13,114	561,033	221,966						
	8,417,491		674,752	(151,400)	7.05	252.76	505,542						
				29.03	0		290,331						
	8,780,133		640,676	(134,362)	0.00	193.24	488,450						
Don-17			118,214	28.89	7,701	31,988	106,476						
	9,357,737		409,140	(86,356)	6.51	30.04	5,369						
				29.65	4,858		121,841						
	11,342,066		398,724	(81,148)	15.19	26.25	1,528						
BOC Jag/LR			117,001	29.00	2,806	206,402	96,476						
	5,652,615		403,491	(84,744)	2.40	213.94	182,283						
				26.64	273		109,369						
	6,130,362		439,115	(102,556)	0.13	188.72	179,060						
BOC Honda			184,603	29.47	33,366	60,024	147,861						
	6,221,853		626,488	(128,641)	18.07	40.60	23,059						
				31.96	6,030		180,296						
	6,004,122		577,674	(104,234)	10.05	33.29	14,950						
Ed-01			212,680	30.53	150,911	109,468	130,222						
	6,717,014		696,596	(135,618)	70.96	84.06	76,913						
				30.13	0		163,943						
	7,404,862		705,911	(140,276)	0.00	66.77	68,482						
BOC M-B			315,379	31.07	55,712	77,537	272,302						
	10,675,136		1,014,999	(192,120)	17.67	28.47	9,462						
				30.78	4,094		256,793						
	10,393,205		1,024,578	(196,910)	5.28	30.19	13,339						
Brock-07			101,155	31.16	2,129	33,425	88,153						
	3,273,194		324,632	(61,161)	2.10	37.92	11,387						
				23.37	236		105,135						
	3,006,399		432,823	(115,257)	0.71	31.79	7,141						
Mark-27			112,206	31.71	33,671	105,760	180,159						
	4,508,205		353,906	(64,747)	30.01	58.70	60,720						
				25.66	52,884		185,960						
	4,906,534		437,350	(106,469)	50.00	56.87	59,270						
BOC GM 2			83,964	33.21	27,992	14,181	50,019						
	2,245,044		252,837	(42,454)	33.34	28.35	1,676						
				33.07	0		48,459						
	2,325,999		253,886	(42,978)	0.00	29.26	2,066						

Page 5		Cash and Receivables Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code				Guide = 50%			Guide = 25%						
Total Dealership Sales / Month			Svc,Parts&Body A Receivables B Sales / Month (excl War&Int)	Svc,Parts&Body Receivables A % Sales B Excess	Past Due Recvs A Svc,Pts,Bdy C Warranty B&D=%past due	Warranty A Receivables B Receivables% Sales	Warranty A Sales / Month B Excess Over 7 Days						
1	2	3	4	5	6	7	8	9	10	11	12		
Sean-35			105,077	35.24	0	9,762	128,641						
5,410,805			298,182	(44,014)	0.00	7.59	(22,398)						
				24.85	0		140,167						
6,514,319			422,884	(106,365)	0.00	6.96	(25,280)						
Bradley-38			179,773	35.91	0	44,813	120,826						
3,351,633			500,687	(70,571)	0.00	37.09	14,607						
				38.73	0		114,512						
2,991,626			464,202	(52,328)	0.00	39.13	16,185						
BOC Kia			97,509	37.98	4,612	26,976	61,644						
3,629,306			256,760	(30,871)	4.73	43.76	11,565						
				38.99	1,536		71,665						
3,700,502			250,061	(27,522)	5.70	37.64	9,060						

Page 6		Inventory Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
											Guide = 1.5		
Dealer Code											P&A Dept A Inventory B Months Supply	P&A Dept A Cost of Sales B Excess Inventory	
PNVS Per Month	1	2	3	4	5	6	7	8	9	10	11	12	
Ed-01											1,122,271	342,283	
125											3.28	608,847	
134											3.15	356,043	
												588,207	
Weston-02											608,370	192,082	
314											3.17	320,247	
258											3.05	199,153	
												309,641	
Lyndi-03											159,837	65,790	
23											2.43	61,152	
23											2.30	69,349	
												55,814	
Joseph-04											56,862	124,148	
70											0.46	(129,360)	
72											0.47	121,268	
												(125,040)	
Andrew-05											303,680	76,942	
104											3.95	188,267	
126											3.81	79,709	
												184,117	
Pete-06											121,049	66,603	
25											1.82	21,145	
27											1.65	73,529	
												10,756	
Brock-07											143,184	148,233	
57											0.97	(79,166)	
56											0.78	182,646	
												(130,785)	
Austin-08											368,702	465,702	
159											0.79	(329,851)	
144											0.80	458,415	
												(318,921)	
Lindsay-09											460,235	327,418	
156											1.41	(30,892)	
167											1.41	325,402	
												(27,868)	
Rory-11											170,640	74,283	
38											2.30	59,216	
29											1.78	95,997	
												26,645	
Brian-12											1,731,828	477,266	
153											3.63	1,015,929	
140											3.77	458,841	
												1,043,567	
Sean-15											1,253,508	378,516	
98											3.31	685,734	

Page 6		Inventory Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
											Guide = 1.5		
Dealer Code											P&A Dept A Inventory B Months Supply	P&A Dept A Cost of Sales B Excess Inventory	
PNVS Per Month	1	2	3	4	5	6	7	8	9	10	11	12	
	153										3.19	393,068	
Helder-16											670,978	471,937	
	137										1.42	(36,928)	
	152										1.50	447,711	
Don-17											491,476	213,931	
	72										2.30	170,580	
	92										2.23	220,291	
Erin-18											186,636	41,503	
	20										4.50	124,382	
	16										3.58	52,144	
Chris-19											252,483	184,147	
	94										1.37	(23,738)	
	98										1.25	202,339	
Dan-20											2,199,491	957,413	
	342										2.30	763,372	
	355										2.54	864,904	
Brandon-21											168,397	44,232	
	12										3.81	102,049	
	9										3.64	46,241	
Graydon-22											285,082	101,178	
	25										2.82	133,315	
	29										2.72	104,723	
Jorge-23											472,524	323,111	
	125										1.46	(12,143)	
	120										1.44	328,929	
Mark-27											321,282	178,442	
	45										1.80	53,619	
	44										1.49	215,132	
Matt-30											535,904	502,027	
	113										1.07	(217,137)	
	105										1.06	507,208	
Adrian-31											276,774	245,038	
	176										1.13	(90,783)	
	165										1.15	241,346	
												(85,245)	

Page 6 Inventory Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
										Guide = 1.5			
Dealer Code										P&A Dept A Inventory B Months Supply	P&A Dept A Cost of Sales B Excess Inventory		
PNVS Per Month													
1	2	3	4	5	6	7	8	9	10	11	12		
Larry-33										517,234	270,699		
84										1.91	111,186		
99										1.29	400,275		
Mark-34										547,368	271,796		
60										2.01	139,674		
66										1.83	298,856		
Sean-35										423,523	220,206		
77										1.92	93,214		
90										1.33	318,598		
											(54,374)		

Page 7 Receivables / Inventory Management / Frozen Assets							N322 November 2016				A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Excess Svc,Parts&Body Receivables % Total Excess	Excess Warranty Receivables % Total Excess	Excess P&A Inventory % Total Excess	Excess New Vehicle Inventory % Total Excess	Excess Used Vehicle Inventory % Total Excess	Total Excess Receivables & Inventory	Cost of Excess at 4%					
1	2	3	4	5	6	7	8	9	10	11	12	
Brock-07	(61,161)	11,387	(79,166)	589,640	(331,237)	601,027	24,041					
85	0.00	1.89	0.00	98.11	0.00							
81	(115,257)	7,141	(130,785)	786,260	(67,397)	793,401	31,736					
	0.00	0.90	0.00	99.10	0.00							
Brandon-21	222	9,873	102,049	814,945	372,900	1,299,988	52,000					
26	0.02	0.76	7.85	62.69	28.68							
	5,423	9,267	99,036	978,617	492,773	1,585,114	63,405					
20	0.34	0.58	6.25	61.74	31.09							
Joseph-04	(80,957)	19,281	(129,360)	997,696	407,052	1,424,029	56,961					
122	0.00	1.35	0.00	70.06	28.58							
	(81,196)	21,698	(125,040)	843,237	478,738	1,343,673	53,747					
122	0.00	1.61	0.00	62.76	35.63							
Andrew-05	921,288	31,498	188,268	340,174	(1,819,832)	1,481,228	59,249					
174	62.20	2.13	12.71	22.97	0.00							
	911,237	31,945	184,117	(617,651)	(1,074,244)	1,127,297	45,092					
189	80.83	2.83	16.33	0.00	0.00							
Austin-08	877	59,675	(329,850)	1,696,136	32,579	1,789,267	71,571					
297	0.05	3.34	0.00	94.80	1.82							
	11,788	65,671	(318,921)	2,086,303	(334,240)	2,163,760	86,550					
295	0.54	3.03	0.00	96.42	0.00							
Pete-06	(38,834)	(767)	21,145	1,420,055	438,707	1,879,907	75,196					
48	0.00	0.00	1.12	75.54	23.34							
	(44,335)	(356)	10,756	1,197,508	525,817	1,734,081	69,363					
39	0.00	0.00	0.62	69.06	30.32							
Graydon-22	236,805	23,906	133,315	1,099,252	438,569	1,931,847	77,274					
96	12.26	1.24	6.90	56.90	22.70							
	237,444	24,370	127,998	396,440	458,870	1,245,122	49,805					
85	19.07	1.96	10.28	31.84	36.85							
Ray-44	(2,511,608)	(9,906)	(4,130)	1,742,437	376,690	2,119,127	84,765					
64	0.00	0.00	0.00	82.22	17.78							
	(2,490,096)	(9,082)	(3,499)	2,099,438	473,102	2,572,540	102,902					
40	0.00	0.00	0.00	81.61	18.39							
Erin-18	(29,802)	5,450	124,381	1,676,486	389,074	2,195,391	87,816					
37	0.00	0.25	5.67	76.36	17.72							
	(33,084)	2,835	108,420	1,853,097	380,786	2,345,138	93,806					
30	0.00	0.12	4.62	79.02	16.24							
BOC Mazda	(19,396)	12,709	8,351	1,156,615	613,440	2,247,546	89,902					
123	21.01	1.63	4.52	68.73	27.78							
	(31,326)	12,880	1,887	1,036,656	651,587	2,191,822	87,673					
123	20.95	1.00	3.87	65.66	30.14							
Kevin-40	512,003	30,157	(102,076)	1,060,352	956,294	2,558,806	102,352					
141	20.01	1.18	0.00	41.44	37.37							
	504,559	36,899	(95,524)	1,687,179	949,184	3,177,819	127,113					
136	15.88	1.16	0.00	53.09	29.87							
BOC Acura	(24,514)	36,932	(22,307)	2,182,031	266,006	2,560,024	102,401					
89	10.12	1.44	0.74	85.23	10.39							

Page 7		Receivables / Inventory Management / Frozen Assets						N322 November 2016				A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Excess Svc,Parts&Body Receivables	Excess Warranty Receivables	Excess P&A Inventory	Excess New Vehicle Inventory	Excess Used Vehicle Inventory	Total Excess Receivables & Inventory	Cost of Excess at 4%						
PRU Per Month	% Total Excess	% Total Excess	% Total Excess	% Total Excess	% Total Excess								
1	2	3	4	5	6	7	8	9	10	11	12		
	(4,047)	33,166	(30,673)	2,145,967	280,912	2,542,756	101,710						
85	11.86	1.30	0.87	84.40	18.46								
Geoff-39	(183,997)	122,257	(159,351)	2,092,128	367,767	2,582,152	103,286						
179	0.00	4.73	0.00	81.02	14.24								
	(232,294)	119,139	(267,807)	2,490,885	387,236	2,997,259	119,890						
178	0.00	3.97	0.00	83.11	12.92								
BOC Toyota	(57,507)	47,841	(132,820)	1,806,589	560,702	2,638,563	105,543						
223	48.35	2.09	2.83	72.23	25.06								
	(79,090)	42,575	(147,986)	1,531,140	609,200	2,444,602	97,784						
226	93.56	1.99	2.98	70.19	28.12								
Bradley-38	(70,570)	14,606	(109,914)	1,840,513	803,808	2,658,927	106,357						
73	0.00	0.55	0.00	69.22	30.23								
	(52,328)	16,185	(112,464)	2,288,712	829,500	3,134,397	125,376						
68	0.00	0.52	0.00	73.02	26.46								
Lisa-36	49,370	4,457	64,510	2,063,845	512,066	2,694,248	107,770						
49	1.83	0.17	2.39	76.60	19.01								
	55,573	2,605	66,891	2,106,878	445,386	2,677,332	107,093						
53	2.08	0.10	2.50	78.69	16.64								
Rachel-97	(59,338)	577	(53,971)	2,778,585	(324,686)	2,779,162	111,166						
77	0.00	0.02	0.00	99.98	0.00								
	(63,829)	3,937	(58,768)	2,370,338	(411,308)	2,374,274	94,971						
82	0.00	0.17	0.00	99.83	0.00								
BOC Kia	(30,871)	11,565	13,561	2,455,489	522,512	3,077,142	123,086						
130	6.14	1.05	1.42	79.80	21.89								
	(27,522)	9,060	5,355	2,344,236	537,994	3,128,435	125,137						
128	8.17	1.23	1.42	82.76	17.20								
Bob-42	(18,716)	(5,954)	55,520	2,864,486	201,235	3,121,241	124,850						
54	0.00	0.00	1.78	91.77	6.45								
	(11,984)	(6,028)	60,337	3,096,359	220,808	3,377,503	135,100						
35	0.00	0.00	1.79	91.68	6.54								
Lindsay-09	(151,400)	505,542	(30,893)	1,652,415	980,651	3,138,608	125,544						
253	0.00	16.11	0.00	52.65	31.24								
	(134,362)	488,450	(27,868)	916,238	1,159,352	2,564,040	102,562						
253	0.00	19.05	0.00	35.73	45.22								
BOC Ford 2	(16,790)	572	4,515	2,424,271	666,703	3,139,658	125,586						
63	2.04	0.30	2.33	77.21	21.23								
	(20,729)	(304)	(7,020)	2,322,835	711,778	3,076,268	123,051						
63	2.37	0.25	1.96	75.51	23.14								
Larry-33	11,298	(30,300)	111,186	2,250,009	920,831	3,293,324	131,733						
103	0.34	0.00	3.38	68.32	27.96								
	(48,705)	(30,852)	(83,179)	1,789,408	786,764	2,576,172	103,047						
126	0.00	0.00	0.00	69.46	30.54								
Mark-27	(64,747)	60,720	53,619	3,252,808	(212,242)	3,367,147	134,686						
79	0.00	1.80	1.59	96.60	0.00								
	(106,469)	59,270	(1,416)	3,207,006	(423,665)	3,266,276	130,651						
86	0.00	1.81	0.00	98.19	0.00								

Page 7		Receivables / Inventory Management / Frozen Assets						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Excess Svc,Parts&Body Receivables	Excess Warranty Receivables	Excess P&A Inventory	Excess New Vehicle Inventory	Excess Used Vehicle Inventory	Total Excess Receivables & Inventory	Cost of Excess at 4%					
PRU Per Month	% Total Excess	% Total Excess	% Total Excess	% Total Excess	% Total Excess							
1	2	3	4	5	6	7	8	9	10	11	12	
James-99	(36,361)	11,928	187,436	2,693,878	519,386	3,412,628	136,505					
59	0.00	0.35	5.49	78.94	15.22							
	(40,624)	14,958	180,031	2,439,315	562,892	3,197,195	127,888					
60	0.00	0.47	5.63	76.30	17.61							
BOC GM 2	(42,454)	1,676	126,534	2,299,478	970,589	3,422,507	136,900					
59	1.10	0.49	4.25	67.19	28.36							
	(42,978)	2,066	127,666	2,170,075	996,941	3,322,625	132,905					
60	1.22	0.45	4.65	65.31	30.74							
BOC VW	(137,148)	25,930	(32,343)	2,821,595	751,521	3,662,439	146,498					
89	0.74	0.84	1.83	77.04	21.89							
	(134,662)	24,487	(34,856)	2,692,688	857,273	3,637,713	145,509					
87	1.03	0.77	2.20	74.02	24.48							

Page 29		Service Department Profit Center								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Stalls C Stalls / Tech D Work in Proc	Service Dept A Sales / Month B Gross % Sales	Service Dept A Total Gross B Labor Gross Per Month	Variable Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total Service Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Svc Employes B Advisors C Technicians D Non-Techs	A Sales Per B Gross Per Svc Technician	A Sales Per B Gross Per Non-Tech		
1	2	3	4	5	6	7	8	9	10	11	12		
Brandon-21	55,067	39,379	2,158	16,881	618	0	19,657	19,722	7.0	13,767	18,356		
8	71.51	37,755	5.48	42.87	1.57	0.00	49.92	50.08	2.0	9,845	13,126		
2.0	47,599	35,497	2,233	26,208	4,726	6,421	39,590	(4,093)	4.0	11,900	15,866		
0	74.58	33,040	6.29	73.83	13.31	18.09	111.53	(11.53)	3.0	8,874	11,832		
Geoff-39	346,413	247,093	5,380	113,281	23,609	4,553	146,822	100,271	38.0	24,744	14,434		
25	71.33	244,224	2.18	45.85	9.55	1.84	59.42	40.58	7.0	17,650	10,296		
1.8	347,874	257,954	2,476	100,809	31,658	4,589	139,532	118,422	14.0	24,848	14,495		
3,868	74.15	254,718	0.96	39.08	12.27	1.78	54.09	45.91	24.0	18,425	10,748		
BOC Honda	419,233	279,792	12,353	127,020	24,309	23,436	187,118	92,673	41.2	20,315	20,374		
6	66.49	271,574	4.44	45.11	8.69	8.33	66.57	33.43	6.8	13,558	13,597		
0.3	392,562	288,104	12,615	124,234	25,764	24,385	186,997	101,107	20.6	19,023	19,077		
2,362	73.39	279,530	4.38	43.12	8.94	8.46	64.91	35.09	20.6	13,961	14,001		
BOC Toyota	374,835	264,000	60,692	74,282	22,317	26,772	178,641	85,358	38.8	19,155	19,477		
11	70.41	255,740	23.05	28.01	8.48	10.13	67.62	32.38	6.4	13,491	13,718		
0.6	394,180	278,449	63,025	71,281	23,075	26,706	178,491	99,958	19.6	20,144	20,482		
9,427	70.64	268,883	22.63	25.60	8.29	9.59	64.10	35.90	19.2	14,230	14,468		
Lisa-36	69,973	51,972	7,707	16,366	7,485	5,217	36,776	15,197	7.3	34,986	13,202		
0	74.27	51,184	14.83	31.49	14.40	10.04	70.76	29.24	2.0	25,986	9,806		
0.0	67,282	50,092	3,437	16,576	5,036	5,203	30,252	19,840	2.0	33,641	12,695		
3,071	74.45	49,093	6.86	33.09	10.05	10.39	60.39	39.61	5.3	25,046	9,451		
BOC Kia	200,075	139,178	28,690	46,935	16,116	10,080	101,986	37,192	22.5	20,903	15,493		
13	69.56	135,456	20.61	33.72	11.58	7.24	73.28	26.72	3.7	14,541	10,777		
1.4	196,686	142,314	28,363	46,497	16,760	10,904	102,740	39,574	9.6	20,549	15,230		
2,200	72.36	138,137	19.93	32.67	11.78	7.66	72.19	27.81	12.9	14,869	11,020		
BOC Acura	331,667	201,395	14,136	94,088	23,290	18,045	149,560	51,835	31.4	25,031	18,299		
7	60.72	194,731	7.02	46.72	11.56	8.96	74.26	25.74	5.8	15,200	11,111		
0.5	303,374	217,591	14,745	88,395	21,952	18,935	144,027	73,563	13.3	22,896	16,738		
858	71.72	211,980	6.78	40.62	10.09	8.70	66.19	33.81	18.1	16,422	12,005		
Nate-43	257,412	180,058	8,039	95,444	10,719	21,718	135,920	44,139	40.3	9,900	18,001		
40	69.95	178,818	4.46	53.01	5.95	12.06	75.49	24.51	6.0	6,925	12,592		
1.5	256,818	178,761	9,122	99,555	9,965	21,345	139,987	38,774	26.0	9,878	17,959		
0	69.61	176,798	5.10	55.69	5.57	11.94	78.31	21.69	14.3	6,875	12,501		
BOC Mazda	171,571	117,342	5,904	54,035	16,766	12,181	88,887	28,456	17.8	20,077	18,539		
9	67.99	114,624	5.06	46.42	14.40	10.26	76.14	23.86	2.8	13,732	12,679		
1.0	164,759	112,459	4,028	51,720	16,540	12,820	85,108	27,351	8.5	19,280	17,803		
(813)	68.26	109,710	3.58	45.99	14.71	11.40	75.68	24.32	9.3	13,160	12,152		
Graydon-22	74,727	49,334	7,878	28,069	1,941	0	37,888	11,445	12.1	14,945	10,525		
19	66.02	48,145	15.97	56.90	3.93	0.00	76.80	23.20	2.0	9,867	6,948		
3.8	69,506	45,580	8,146	35,807	5,168	3,531	52,653	(7,073)	5.0	13,901	9,790		
0	65.58	45,093	17.87	78.56	11.34	7.75	115.52	(15.52)	7.1	9,116	6,420		
Adrian-31	472,438	277,813	11,081	149,339	32,297	23,389	216,106	61,707	42.0	21,474	23,622		
0	58.80	262,178	3.99	53.76	11.63	8.42	77.79	22.21	8.0	12,628	13,891		
0.0	387,309	249,905	10,905	135,940	31,513	23,416	201,774	48,131	22.0	17,605	19,365		
1,092	64.52	231,975	4.36	54.40	12.61	9.37	80.74	19.26	20.0	11,359	12,495		
Mark-27	253,766	186,892	4,439	76,191	48,620	17,322	146,572	40,320	21.0	23,070	25,377		
10	73.65	184,632	2.37	40.77	26.01	9.27	78.43	21.57	3.0	16,990	18,689		

Page 29		Service Department Profit Center								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Stalls C Stalls / Tech D Work in Proc	Service Dept A Sales / Month B Gross % Sales	Service Dept A Total Gross B Labor Gross Per Month	Variable Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total Service Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Svc Employees B Advisors C Technicians D Non-Techs	A Sales Per B Gross Per Svc Technician	A Sales Per B Gross Per Non-Tech		
1	2	3	4	5	6	7	8	9	10	11	12		
0.9	295,032	206,552	3,899	87,560	48,473	17,752	157,684	48,868	11.0	26,821	29,503		
8,619	70.01	204,695	1.89	42.39	23.47	8.59	76.34	23.66	10.0	18,777	20,655		
BOC VW	281,433	192,095	10,601	94,041	26,747	20,657	152,046	40,049	27.1	20,296	21,246		
17	68.26	183,018	5.52	48.96	13.92	10.75	79.15	20.85	4.7	13,853	14,501		
1.2	280,847	191,398	9,531	92,558	25,770	20,624	148,484	42,914	13.9	20,253	21,201		
14,317	68.15	181,891	4.98	48.36	13.46	10.78	77.58	22.42	13.2	13,803	14,449		
Seth-45	219,111	161,094	4,655	99,386	8,404	15,795	128,240	32,854	33.7	13,694	12,379		
26	73.52	161,045	2.89	61.69	5.22	9.80	79.61	20.39	7.0	10,068	9,101		
1.6	206,975	152,562	6,183	101,623	8,999	15,268	132,073	20,489	16.0	12,936	11,694		
0	73.71	152,762	4.05	66.61	5.90	10.01	86.57	13.43	17.7	9,535	8,619		
Mary-37	229,821	144,235	10,695	75,647	19,148	10,531	116,021	28,214	19.5	19,152	30,643		
14	62.76	142,879	7.42	52.45	13.28	7.30	80.44	19.56	4.0	12,020	19,231		
1.2	267,046	165,351	8,061	74,949	18,419	8,551	109,981	55,370	12.0	22,254	35,606		
9,626	61.92	163,818	4.88	45.33	11.14	5.17	66.51	33.49	7.5	13,779	22,047		
Natasha-98	485,431	315,200	34,273	149,118	25,252	50,008	258,651	56,549	38.7	18,670	38,223		
24	64.93	252,191	10.87	47.31	8.01	15.87	82.06	17.94	5.0	12,123	24,819		
0.9	487,392	313,549	31,309	162,084	29,019	50,594	273,007	40,542	26.0	18,746	38,377		
173,786	64.33	250,177	9.99	51.69	9.26	16.14	87.07	12.93	12.7	12,060	24,689		
BOC GM 2	111,509	77,629	4,790	39,558	12,122	7,810	64,293	13,336	14.8	14,778	15,332		
9	69.62	74,963	6.17	50.96	15.62	10.06	82.82	17.18	2.2	10,288	10,674		
1.1	113,770	79,857	4,035	37,883	10,595	7,947	60,475	19,383	7.5	15,078	15,643		
6,723	70.19	76,746	5.05	47.44	13.27	9.95	75.73	24.27	7.3	10,584	10,980		
BOC Ford 2	121,868	82,649	5,303	43,069	11,637	8,878	68,801	13,849	15.5	12,860	20,183		
17	67.82	79,086	6.42	52.11	14.08	10.74	83.24	16.76	2.4	8,722	13,688		
1.8	124,377	85,296	1,514	41,018	12,382	7,072	61,903	23,394	9.5	13,125	20,599		
7,637	68.58	80,971	1.78	48.09	14.52	8.29	72.57	27.43	6.0	9,001	14,126		
Bradley-38	295,701	213,009	21,212	111,576	29,115	17,815	179,718	33,291	13.8	0	21,428		
0	72.04	212,601	9.96	52.38	13.67	8.36	84.37	15.63	4.0	0	15,435		
0.0	261,996	208,499	22,611	100,343	33,379	17,056	173,389	35,110	0.0	0	18,985		
3,798	79.58	208,302	10.84	48.13	16.01	8.18	83.16	16.84	13.8	0	15,109		
Matt-30	445,498	286,253	23,571	161,121	28,518	30,136	242,472	43,781	56.8	15,911	15,469		
37	64.25	285,604	8.23	56.29	9.96	10.53	84.71	15.29	8.0	10,223	9,939		
1.3	429,747	268,828	43,941	157,941	37,946	31,383	271,213	(2,385)	28.0	15,348	14,922		
0	62.55	269,978	16.35	58.75	14.12	11.67	100.89	(0.89)	28.8	9,601	9,334		
Austin-08	343,727	253,768	63,267	93,642	36,376	23,047	216,332	37,437	49.1	20,219	10,708		
0	73.83	254,355	24.93	36.90	14.33	9.08	85.25	14.75	9.0	14,928	7,906		
0.0	323,529	242,159	63,562	87,357	46,883	23,447	221,252	20,907	17.0	19,031	10,079		
(19,268)	74.85	242,120	26.25	36.07	19.36	9.68	91.37	8.63	32.1	14,245	7,544		
Weston-02	310,546	222,495	8,241	124,151	36,989	24,282	193,663	28,832	42.3	18,267	12,275		
0	71.65	222,262	3.70	55.80	16.62	10.91	87.04	12.96	5.0	13,088	8,794		
0.0	306,163	219,058	8,026	113,098	43,397	22,641	187,162	31,896	17.0	18,010	12,101		
4,529	71.55	219,006	3.66	51.63	19.81	10.34	85.44	14.56	25.3	12,886	8,658		
BOC Jag/IR	272,104	178,356	11,405	101,953	24,560	18,362	156,281	22,075	26.1	21,596	20,156		
22	65.55	158,101	6.39	57.16	13.77	10.30	87.62	12.38	4.3	14,155	13,212		
1.8	291,610	187,911	11,210	104,486	19,010	16,689	151,394	36,517	12.6	23,144	21,601		
10,754	64.44	166,534	5.97	55.60	10.12	8.88	80.57	19.43	13.5	14,914	13,919		

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Dealer Code B Stalls C Stalls / Tech D Work in Proc	Service Dept A Sales / Month B Gross % Sales	Service Dept A Total Gross B Labor Gross Per Month	Variable Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total Service Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Svc Employes B Advisors C Technicians D Non-Techs	A Sales Per B Gross Per Svc Technician	A Sales Per B Gross Per Non-Tech
1	2	3	4	5	6	7	8	9	10	11	12
BOC M-B	403,357	293,827	15,211	132,867	75,199	39,717	260,857	32,970	38.5	21,705	20,269
14	72.85	288,621	5.18	45.22	25.59	13.52	88.78	11.22	5.3	15,811	14,765
0.7	418,134	307,783	14,139	128,562	76,157	36,250	252,886	54,897	18.6	22,500	21,012
14,361	73.61	301,977	4.59	41.77	24.74	11.78	82.16	17.84	19.9	16,562	15,466
Ray-44	120,731	82,811	5,710	50,106	8,901	10,913	75,630	7,181	20.1	9,287	17,004
17	68.59	82,712	6.90	60.51	10.75	13.18	91.33	8.67	3.0	6,370	11,663
1.3	114,758	77,150	5,026	49,163	9,486	10,106	73,781	3,369	13.0	8,828	16,163
(5,464)	67.23	77,283	6.51	63.72	12.30	13.10	95.63	4.37	7.1	5,935	10,866
Brock-07	212,201	139,546	14,355	77,931	18,466	16,855	127,606	11,939	16.1	30,754	23,065
0	65.76	139,541	10.29	55.85	13.23	12.08	91.44	8.56	4.0	20,224	15,168
0.0	246,070	166,233	14,373	81,954	26,061	17,406	139,794	26,439	6.9	35,662	26,747
0	67.56	166,233	8.65	49.30	15.68	10.47	84.10	15.90	9.2	24,092	18,069

Page 30 Service Labor Sales & Gross Analysis											N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total Unapplied Service Labor	Primary Make Customer Labor A Sales / Month B Gross % Sales	Primary Make Svc Contract A Sales / Month B Gross % Sales	Primary Make Warranty Labor A Sales / Month B Gross % Sales	Primary Make PDI Labor A Sales / Month B Gross % Sales	Primary Make Internal Labor A Sales / Month B Gross % Sales	Total Primary Make Labor A Sales / Month B Gross % Sales	Other Make Customer Labor A Sales / Month B Gross % Sales	Other Make Svc Contract A Sales / Month B Gross % Sales	Other Make Warr+PDI A Sales / Month B Gross % Sales	Other Make Internal Labor A Sales / Month B Gross % Sales	Other Make Total Labor A Sales / Month B Gross % Sales			
1	2	3	4	5	6	7	8	9	10	11	12			
Bradley-38	133,557	0	56,847	0	35,704	226,108	0	0	0	0	0			
0	81.06	0.00	83.95	0.00	85.94	82.56	0.00	0.00	0.00	0.00	0.00			
	130,082	0	54,610	0	37,074	221,766	0	0	0	0	0			
0	80.60	0.00	84.87	0.00	85.13	82.41	0.00	0.00	0.00	0.00	0.00			
Andrew-47	127,811	12,894	179,328	0	78,867	398,900	0	0	0	0	0			
(3,614)	79.48	85.61	84.64	0.00	77.74	80.75	0.00	0.00	0.00	0.00	0.00			
	143,243	2,396	192,058	0	81,133	418,830	0	0	0	0	0			
(1,744)	79.56	146.37	84.16	0.00	78.21	81.37	0.00	0.00	0.00	0.00	0.00			
Mark-34	117,392	0	66,861	0	41,835	226,089	0	0	0	0	0			
(5,490)	80.01	0.00	75.27	0.00	82.86	79.14	0.00	0.00	0.00	0.00	0.00			
	166,487	0	71,919	0	44,239	282,645	0	0	0	0	0			
(2,345)	80.41	0.00	76.26	0.00	83.96	79.91	0.00	0.00	0.00	0.00	0.00			
Lindsay-09	226,334	41,504	84,536	19,845	93,613	465,831	0	0	0	0	0			
(5,690)	78.18	95.32	78.90	80.11	76.75	78.41	0.00	0.00	0.00	0.00	0.00			
	222,710	44,467	123,407	21,766	78,666	491,016	0	0	0	0	0			
(6,811)	77.43	85.21	76.85	79.16	77.19	76.64	0.00	0.00	0.00	0.00	0.00			
Brian-12	146,096	16,549	106,660	31,585	101,646	402,536	0	0	0	0	0			
(3,791)	80.05	79.63	78.54	87.06	76.69	78.39	0.00	0.00	0.00	0.00	0.00			
	135,942	9,950	123,667	41,537	94,061	405,157	0	0	0	0	0			
(4,009)	79.67	79.85	80.05	87.55	76.21	78.81	0.00	0.00	0.00	0.00	0.00			
BOC Honda	155,614	0	60,043	0	105,663	321,321	4,612	0	0	0	4,612			
(2,255)	75.89	0.00	81.83	0.00	79.90	77.62	60.22	0.00	0.00	0.00	60.22			
	149,226	0	76,752	0	105,683	331,661	4,432	0	0	0	4,432			
(3,203)	75.75	0.00	82.38	0.00	80.72	77.90	51.91	0.00	0.00	0.00	51.91			
Lisa-36	32,549	0	12,226	0	21,235	66,010	0	0	133	0	133			
(2,584)	77.49	0.00	77.28	0.00	89.30	77.34	0.00	0.00	100.00	0.00	100.00			
	26,204	0	15,944	0	21,925	64,073	0	0	0	0	0			
(2,358)	74.34	0.00	74.84	0.00	91.39	76.62	0.00	0.00	0.00	0.00	0.00			
Don-17	109,797	0	37,780	0	81,588	229,164	0	0	0	0	0			
(4,043)	78.29	0.00	81.77	0.00	78.06	77.02	0.00	0.00	0.00	0.00	0.00			
	122,127	0	44,201	0	86,292	252,620	0	0	0	0	0			
(3,999)	79.58	0.00	81.36	0.00	77.13	77.47	0.00	0.00	0.00	0.00	0.00			
BOC Acura	130,471	0	38,503	0	52,719	221,693	885	0	0	0	885			
(2,844)	74.93	0.00	84.32	0.00	80.37	76.57	81.70	0.00	0.00	0.00	81.70			
	125,469	0	47,156	0	57,666	230,290	3,225	0	0	0	3,225			
(935)	75.37	0.00	83.24	0.00	78.28	77.30	74.51	0.00	0.00	0.00	74.51			
BOC M-B	213,553	16,887	67,122	0	52,508	350,069	13,911	0	6,424	3,710	24,044			
(3,526)	77.62	67.00	78.82	0.00	76.78	76.32	74.60	0.00	81.11	80.90	75.69			
	219,708	18,440	66,503	0	56,508	361,159	13,746	0	6,500	4,050	24,295			
(5,383)	78.42	69.63	81.37	0.00	78.22	77.12	78.03	0.00	83.59	78.19	77.70			
Mark-27	120,720	0	103,218	0	18,553	242,491	0	0	0	0	0			
(1,122)	74.38	0.00	80.78	0.00	67.83	76.14	0.00	0.00	0.00	0.00	0.00			
	140,120	0	104,069	0	21,681	265,870	0	0	0	0	0			
0	74.76	0.00	78.83	0.00	82.60	76.99	0.00	0.00	0.00	0.00	0.00			
BOC Toyota	173,697	22,371	65,144	13,037	61,897	336,146	1,244	0	0	0	1,244			
(2,188)	73.65	85.75	78.21	89.22	76.49	75.82	74.40	0.00	0.00	0.00	74.40			

Page 30		Service Labor Sales & Gross Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total Unapplied Service Labor	Primary Make Customer Labor A Sales / Month B Gross % Sales	Primary Make Svc Contract A Sales / Month B Gross % Sales	Primary Make Warranty Labor A Sales / Month B Gross % Sales	Primary Make PDI Labor A Sales / Month B Gross % Sales	Primary Make Internal Labor A Sales / Month B Gross % Sales	Total Primary Make Labor A Sales / Month B Gross % Sales	Other Make Customer Labor A Sales / Month B Gross % Sales	Other Make Svc Contract A Sales / Month B Gross % Sales	Other Make Warr+PDI A Sales / Month B Gross % Sales	Other Make Internal Labor A Sales / Month B Gross % Sales	Other Make Total Labor A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
	176,480	23,739	75,571	13,418	64,348	353,557	1,403	0	0	0	1,403		
(3,278)	73.31	85.36	78.62	89.70	77.81	75.77	71.36	0.00	0.00	0.00	71.36		
Helder-16	202,386	1,129	127,329	0	143,106	473,951	0	0	0	0	0		
(3,753)	76.21	80.08	79.05	0.00	74.14	75.57	0.00	0.00	0.00	0.00	0.00		
	211,010	1,745	119,301	0	145,392	477,448	0	0	0	0	0		
(1,527)	73.20	81.09	75.23	0.00	74.10	73.69	0.00	0.00	0.00	0.00	0.00		
Weston-02	82,764	1,691	96,574	70,973	41,371	293,374	0	0	0	0	0		
(95)	71.94	75.47	70.90	88.49	68.13	75.05	0.00	0.00	0.00	0.00	0.00		
	61,807	0	110,855	74,323	42,631	289,616	0	0	0	0	0		
(31)	70.92	0.00	71.14	88.29	67.95	75.01	0.00	0.00	0.00	0.00	0.00		
Adrian-31	48,103	0	61,160	0	93,515	202,778	0	0	0	0	0		
(7,006)	70.59	0.00	80.13	0.00	80.98	74.80	0.00	0.00	0.00	0.00	0.00		
	40,344	0	57,275	0	85,334	182,953	0	0	0	0	0		
(5,125)	69.55	0.00	72.31	0.00	81.15	73.02	0.00	0.00	0.00	0.00	0.00		
Jorge-23	115,412	5,495	82,394	0	34,710	238,011	780	0	0	0	780		
(587)	74.93	78.58	77.37	0.00	68.68	74.70	69.08	0.00	0.00	0.00	69.08		
	109,978	6,371	76,212	0	31,727	224,288	210	0	0	0	210		
(1,736)	73.52	86.60	77.46	0.00	67.71	73.63	75.24	0.00	0.00	0.00	75.24		
BOC Mazda	56,558	0	24,471	0	36,113	117,142	13,459	0	5,016	7,392	25,867		
(1,285)	73.34	0.00	79.61	0.00	76.95	74.65	71.63	0.00	75.87	74.22	73.19		
	59,162	0	17,711	0	35,559	112,432	13,526	0	5,234	7,292	26,051		
(1,642)	74.23	0.00	79.23	0.00	76.91	74.40	73.36	0.00	76.44	74.22	74.22		
Austin-08	143,229	39,951	78,338	20,543	58,681	340,742	0	0	0	0	0		
0	71.52	91.05	79.81	90.76	58.60	74.65	0.00	0.00	0.00	0.00	0.00		
	134,829	36,964	62,168	14,084	75,086	323,131	0	0	0	0	0		
0	70.50	89.36	77.34	90.75	70.81	74.93	0.00	0.00	0.00	0.00	0.00		
Seth-45	125,001	9,414	38,712	0	42,527	215,653	336	0	0	0	336		
(131)	74.42	75.82	77.09	0.00	72.68	74.56	78.22	0.00	0.00	0.00	78.22		
	112,959	10,925	41,823	0	38,959	204,666	744	0	0	0	744		
(70)	73.39	75.69	77.85	0.00	73.06	74.33	85.48	0.00	0.00	0.00	85.48		
Lyndi-03	31,919	0	19,494	3,127	29,620	84,160	0	0	0	0	0		
0	69.26	0.00	76.90	79.72	77.52	74.33	0.00	0.00	0.00	0.00	0.00		
	43,999	0	23,472	3,452	32,118	103,041	0	0	0	0	0		
0	74.72	0.00	78.79	82.76	78.01	76.94	0.00	0.00	0.00	0.00	0.00		
BOC GM 2	43,985	1,259	25,368	4,104	22,453	97,170	0	0	0	0	0		
(703)	74.33	73.91	74.86	82.73	73.00	73.79	0.00	0.00	0.00	0.00	0.00		
	44,886	1,122	25,514	5,089	22,106	98,717	0	0	0	0	0		
(297)	74.21	77.54	74.99	83.13	73.52	74.45	0.00	0.00	0.00	0.00	0.00		
Geoff-39	77,762	0	43,258	0	33,586	154,606	154,771	0	0	0	154,771		
(455)	69.82	0.00	77.82	0.00	78.61	73.67	79.35	0.00	0.00	0.00	79.35		
	77,060	0	51,325	0	29,750	158,135	162,949	0	0	0	162,949		
(382)	70.65	0.00	80.47	0.00	80.77	75.50	78.26	0.00	0.00	0.00	78.26		
BOC Kia	49,020	1,228	34,180	0	31,474	116,549	33,158	0	10,248	18,739	62,145		
(1,335)	69.64	67.35	82.85	0.00	74.26	73.60	76.66	0.00	81.73	84.77	79.94		
	50,781	1,051	38,289	0	30,672	121,437	30,799	0	12,710	16,416	59,926		
(2,210)	70.38	48.57	86.27	0.00	75.25	74.61	76.39	0.00	81.29	83.29	79.32		

Page 30 Service Labor Sales & Gross Analysis											N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total Unapplied Service Labor	Primary Make Customer Labor A Sales / Month B Gross % Sales	Primary Make Svc Contract A Sales / Month B Gross % Sales	Primary Make Warranty Labor A Sales / Month B Gross % Sales	Primary Make PDI Labor A Sales / Month B Gross % Sales	Primary Make Internal Labor A Sales / Month B Gross % Sales	Total Primary Make Labor A Sales / Month B Gross % Sales	Other Make Customer Labor A Sales / Month B Gross % Sales	Other Make Svc Contract A Sales / Month B Gross % Sales	Other Make Warr+PDI A Sales / Month B Gross % Sales	Other Make Internal Labor A Sales / Month B Gross % Sales	Other Make Total Labor A Sales / Month B Gross % Sales			
1	2	3	4	5	6	7	8	9	10	11	12			
Sean-15	217,373	8,049	103,457	0	110,334	439,213	0	0	0	0	0			
(12,667)	77.16	77.00	75.87	0.00	75.29	73.50	0.00	0.00	0.00	0.00	0.00			
	231,424	17,332	93,799	0	118,614	461,169	0	0	0	0	0			
(24,101)	76.76	77.35	73.40	0.00	75.19	70.47	0.00	0.00	0.00	0.00	0.00			
BOC Jag/LR	99,587	2,647	46,999	0	35,097	184,330	30,808	0	0	0	30,808			
(2,223)	74.30	79.13	75.68	0.00	70.44	73.31	74.58	0.00	0.00	0.00	74.58			
	108,431	630	48,585	0	40,440	198,086	28,706	0	0	0	28,706			
(3,268)	73.76	76.83	76.09	0.00	72.13	73.20	75.03	0.00	0.00	0.00	75.03			
BOC VW	102,357	10,347	33,175	0	38,601	184,481	31,585	0	14,902	17,702	64,189			
(6,036)	75.65	79.20	77.77	0.00	76.07	73.05	74.34	0.00	76.88	63.18	71.85			
	98,837	6,954	32,391	0	38,134	176,315	37,389	0	19,568	16,062	73,019			
(7,292)	74.82	78.18	76.94	0.00	77.71	71.84	72.20	0.00	73.03	78.33	73.77			

Page 31		Service Sales & Gross Summary								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Ttl Unapplied Service Labor %Ttl Labor Sales	Total Service Customer Labor A Sales / Month B Gross % Sales	Total Service Svc Contract A Sales / Month B Gross % Sales	Total Service Warranty Labor A Sales / Month B Gross % Sales	Total Service PDI Labor A Sales / Month B Gross % Sales	Total Service Internal Labor A Sales / Month B Gross % Sales	Total Express Change Labor A Sales / Month B Gross % Sales	Miscellaneous Service Labor A Sales / Month B Gross % Sales	Total Service Labor A Sales / Month B Gross % Sales	Service Shop Supplies&Misc A Sales / Month B Gross % Sales	Service Sublet A Sales / Month B Gross % Sales	Total Service Dept A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
Bradley-38	133,557	0	56,847	0	35,704	33,271	0	259,379	0	36,322	295,701		
0.00	81.06	0.00	83.95	0.00	85.94	77.95	0.00	81.97	0.00	1.12	72.04		
	130,082	0	54,610	0	37,074	32,244	0	254,010	0	7,986	261,996		
0.00	80.60	0.00	84.87	0.00	85.13	79.24	0.00	82.01	0.00	2.47	79.58		
Andrew-47	127,811	12,894	179,328	0	78,867	0	0	398,900	7,923	84,395	491,218		
(0.91)	79.48	85.61	84.64	0.00	77.74	0.00	0.00	80.75	74.92	1.45	67.03		
	143,243	2,396	192,058	0	81,133	0	0	418,830	3,818	87,363	510,011		
(0.42)	79.56	146.37	84.16	0.00	78.21	0.00	0.00	81.37	86.77	1.14	67.67		
Mark-34	117,392	0	66,861	0	41,835	0	0	226,089	0	42,022	268,111		
(2.43)	80.01	0.00	75.27	0.00	82.86	0.00	0.00	79.14	0.00	8.30	65.99		
	166,487	0	71,919	0	44,239	0	0	282,645	0	53,761	336,406		
(0.83)	80.41	0.00	76.26	0.00	83.96	0.00	0.00	79.91	0.00	9.83	68.01		
Lindsay-09	226,334	41,504	84,536	19,845	93,613	0	0	465,831	267	20,182	486,281		
(1.22)	78.18	95.32	78.90	80.11	76.75	0.00	0.00	78.41	70.59	8.75	75.51		
	222,710	44,467	123,407	21,766	78,666	0	0	491,016	0	14,212	505,228		
(1.39)	77.43	85.21	76.85	77.16	77.19	0.00	0.00	76.64	0.00	8.27	74.72		
Brian-12	146,096	16,549	106,660	31,585	101,646	24,396	0	426,931	14,621	25,486	467,038		
(0.89)	80.05	79.63	78.54	87.06	76.69	66.93	0.00	77.74	96.60	16.37	74.98		
	135,942	9,950	123,667	41,537	94,061	22,191	0	427,348	14,251	18,479	460,078		
(0.94)	79.67	79.85	80.05	87.55	76.21	66.10	0.00	78.15	97.02	15.72	76.23		
Lisa-36	32,549	0	12,359	0	21,235	0	0	66,143	0	3,830	69,973		
(3.91)	77.49	0.00	77.52	0.00	89.30	0.00	0.00	77.38	0.00	20.59	74.27		
	26,204	0	15,944	0	21,925	0	0	64,073	0	3,209	67,282		
(3.68)	74.34	0.00	74.84	0.00	91.39	0.00	0.00	76.62	0.00	31.13	74.45		
BOC Honda	160,227	0	60,043	0	105,663	26,701	0	352,086	0	66,599	419,233		
(0.66)	75.42	0.00	81.83	0.00	79.90	74.54	0.00	77.15	0.00	11.48	66.49		
	153,658	0	76,752	0	105,683	26,082	0	361,554	0	30,387	392,562		
(0.89)	75.07	0.00	82.38	0.00	80.72	74.05	0.00	77.31	0.00	26.54	73.39		
Geoff-39	232,533	0	43,258	0	33,586	10,803	0	319,105	0	26,234	346,413		
(0.14)	76.16	0.00	77.82	0.00	78.61	77.56	0.00	76.53	0.00	7.65	71.33		
	240,009	0	51,325	0	29,750	11,376	0	331,511	0	15,414	347,874		
(0.12)	75.82	0.00	80.47	0.00	80.77	74.96	0.00	76.84	0.00	16.32	74.15		
BOC Acura	131,355	0	38,503	0	52,719	32,373	0	254,951	0	76,716	331,667		
(1.12)	74.97	0.00	84.32	0.00	80.37	74.94	0.00	76.38	0.00	8.69	60.72		
	128,694	0	47,156	0	57,666	42,323	0	275,838	0	27,537	303,374		
(0.34)	75.35	0.00	83.24	0.00	78.28	74.55	0.00	76.85	0.00	20.38	71.72		
BOC M-B	227,463	16,887	73,546	0	56,217	3,889	0	378,004	34	25,319	403,357		
(0.93)	77.43	67.00	79.02	0.00	77.05	83.86	0.00	76.35	31.22	20.52	72.85		
	233,454	18,440	73,003	0	60,558	5,246	0	390,702	0	27,433	418,134		
(1.38)	78.39	69.63	81.57	0.00	78.22	87.40	0.00	77.29	0.00	21.16	73.61		
Mark-27	120,720	0	103,218	0	18,553	0	0	242,491	0	11,275	253,766		
(0.46)	74.38	0.00	80.78	0.00	67.83	0.00	0.00	76.14	0.00	20.04	73.65		
	140,120	0	104,069	0	21,681	0	0	265,870	0	29,162	295,032		
0.00	74.76	0.00	78.83	0.00	82.60	0.00	0.00	76.99	0.00	6.37	70.01		
BOC Toyota	174,942	22,371	65,144	13,037	61,897	0	0	337,391	3,414	34,030	374,835		
(0.65)	73.66	85.75	78.21	89.22	76.49	0.00	0.00	75.81	(7.36)	24.98	70.41		

Page 31		Service Sales & Gross Summary								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Ttl Unapplied Service Labor %Ttl Labor Sales	Total Service Customer Labor A Sales / Month B Gross % Sales	Total Service Svc Contract A Sales / Month B Gross % Sales	Total Service Warranty Labor A Sales / Month B Gross % Sales	Total Service PDI Labor A Sales / Month B Gross % Sales	Total Service Internal Labor A Sales / Month B Gross % Sales	Total Express Change Labor A Sales / Month B Gross % Sales	Miscellaneous Service Labor A Sales / Month B Gross % Sales	Total Service Labor A Sales / Month B Gross % Sales	Service Shop Supplies&Misc A Sales / Month B Gross % Sales	Service Sublet A Sales / Month B Gross % Sales	Total Service Dept A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
	177,883	23,739	75,571	13,418	64,348	0	0	354,960	2,907	36,313	394,180		
(0.92)	73.29	85.36	78.62	89.70	77.81	0.00	0.00	75.75	(7.56)	26.95	70.64		
BOC Kia	82,178	1,228	44,428	0	50,213	647	0	178,694	0	21,381	200,075		
(0.75)	72.47	67.35	82.59	0.00	78.18	70.48	0.00	75.80	0.00	17.41	69.56		
	81,580	1,051	51,000	0	47,089	644	0	181,363	0	15,323	196,686		
(1.22)	72.65	48.57	85.03	0.00	78.05	70.19	0.00	76.17	0.00	27.26	72.36		
Don-17	109,797	0	37,780	0	81,588	29,871	0	259,035	0	19,287	278,322		
(1.56)	78.29	0.00	81.77	0.00	78.06	64.65	0.00	75.59	0.00	2.65	70.54		
	122,127	0	44,201	0	86,292	11,696	0	264,316	0	17,245	281,561		
(1.51)	79.58	0.00	81.36	0.00	77.13	45.81	0.00	76.07	0.00	6.78	71.83		
Helder-16	202,386	1,129	127,329	0	143,106	4,483	0	478,434	0	38,276	516,710		
(0.78)	76.21	80.08	79.05	0.00	74.14	52.93	0.00	75.35	0.00	4.50	70.11		
	211,010	1,745	119,301	0	145,392	320	0	477,768	0	40,113	517,881		
(0.32)	73.20	81.09	75.23	0.00	74.10	79.38	0.00	73.69	0.00	4.15	68.31		
Weston-02	82,764	1,691	96,574	70,973	41,371	3,580	0	296,953	4,920	8,673	310,546		
(0.03)	71.94	75.47	70.90	88.49	68.13	58.13	0.00	74.85	0.00	2.68	71.65		
	61,807	0	110,855	74,323	42,631	3,026	0	292,642	3,745	9,776	306,163		
(0.01)	70.92	0.00	71.14	88.29	67.95	57.90	0.00	74.84	0.00	0.53	71.55		
Jorge-23	116,192	5,495	82,394	0	34,710	0	0	238,791	16,685	11,656	267,132		
(0.25)	74.89	78.58	77.37	0.00	68.68	0.00	0.00	74.68	50.82	6.09	70.20		
	110,188	6,371	76,212	0	31,727	0	0	224,498	12,235	9,317	246,050		
(0.77)	73.52	86.60	77.46	0.00	67.71	0.00	0.00	73.63	53.31	6.86	70.10		
Austin-08	143,229	39,951	78,338	20,543	58,681	0	0	340,742	0	2,985	343,727		
0.00	71.52	91.05	79.81	90.76	58.60	0.00	0.00	74.65	0.00	(19.67)	73.83		
	134,829	36,964	62,168	14,084	75,086	0	0	323,131	0	398	323,529		
0.00	70.50	89.36	77.34	90.75	70.81	0.00	0.00	74.93	0.00	9.80	74.85		
Seth-45	125,337	9,414	38,712	0	42,527	0	0	215,989	38	3,083	219,111		
(0.06)	74.43	75.82	77.09	0.00	72.68	0.00	0.00	74.56	59.10	0.87	73.52		
	113,703	10,925	41,823	0	38,959	0	0	205,410	0	1,565	206,975		
(0.03)	73.47	75.69	77.85	0.00	73.06	0.00	0.00	74.37	0.00	1.28	73.71		
Lyndi-03	31,919	0	19,494	3,127	29,620	0	0	84,160	4,356	4,891	93,406		
0.00	69.26	0.00	76.90	79.72	77.52	0.00	0.00	74.33	99.79	9.72	72.13		
	43,999	0	23,472	3,452	32,118	0	0	103,041	5,552	9,485	118,078		
0.00	74.72	0.00	78.79	82.76	78.01	0.00	0.00	76.94	100.00	13.10	72.90		
Adrian-31	48,103	0	61,160	0	93,515	151,397	0	354,175	0	118,263	472,438		
(1.98)	70.59	0.00	80.13	0.00	80.98	72.98	0.00	74.03	0.00	13.22	58.80		
	40,344	0	57,275	0	85,334	137,257	0	320,210	0	67,099	387,309		
(1.60)	69.55	0.00	72.31	0.00	81.15	71.67	0.00	72.44	0.00	26.72	64.52		
BOC Mazda	70,017	0	29,487	0	43,505	807	10,563	154,379	0	17,192	171,571		
(0.84)	73.00	0.00	78.95	0.00	76.47	43.88	71.34	74.02	0.00	15.82	67.99		
	72,688	0	22,945	0	42,851	967	9,039	148,489	0	16,270	164,759		
(1.11)	74.07	0.00	78.59	0.00	76.45	46.19	69.40	73.88	0.00	16.90	68.26		
Sean-15	217,373	8,049	103,457	0	110,334	28,781	0	467,997	0	120,354	588,352		
(2.71)	77.16	77.00	75.87	0.00	75.29	79.15	0.00	73.85	0.00	10.19	60.83		
	231,424	17,332	93,799	0	118,614	34,194	0	495,363	0	172,601	667,964		
(4.87)	76.76	77.35	73.40	0.00	75.19	78.87	0.00	71.05	0.00	3.87	53.69		

Page 31		Service Sales & Gross Summary								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Ttl Unapplied Service Labor %Ttl Labor Sales	Total Service Customer Labor A Sales / Month B Gross % Sales	Total Service Svc Contract A Sales / Month B Gross % Sales	Total Service Warranty Labor A Sales / Month B Gross % Sales	Total Service PDI Labor A Sales / Month B Gross % Sales	Total Service Internal Labor A Sales / Month B Gross % Sales	Total Express Change Labor A Sales / Month B Gross % Sales	Miscellaneous Service Labor A Sales / Month B Gross % Sales	Total Service Labor A Sales / Month B Gross % Sales	Service Shop Supplies&Misc A Sales / Month B Gross % Sales	Service Sublet A Sales / Month B Gross % Sales	Total Service Dept A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Jag/LR	130,395	2,647	46,999	0	35,097	0	0	215,137	22,366	34,600	272,104		
(1.03)	74.36	79.13	75.68	0.00	70.44	0.00	0.00	73.49	70.20	15.97	65.55		
	137,137	630	48,585	0	40,440	0	0	226,792	26,091	38,728	291,610		
(1.44)	74.02	76.83	76.09	0.00	72.13	0.00	0.00	73.43	62.66	17.29	64.44		
BOC GM 2	43,985	1,259	25,368	4,104	22,453	5,024	0	102,194	1,666	7,649	111,509		
(0.69)	74.33	73.91	74.86	82.73	73.00	64.99	0.00	73.35	56.33	22.59	69.62		
	44,886	1,122	25,514	5,089	22,106	5,039	0	103,756	1,833	8,181	113,770		
(0.29)	74.21	77.54	74.99	83.13	73.52	64.43	0.00	73.97	51.57	26.47	70.19		
Group Avg	111,482	12,032	63,163	22,510	43,371	32,082	0	237,250	11,130	23,879	265,499		
(1.68)	73.22	77.25	76.51	83.55	73.07	73.20	0.00	73.05	61.20	7.61	66.89		
	113,911	13,082	65,721	23,709	44,293	28,394	0	242,472	14,279	23,879	269,971		
(1.55)	72.64	74.88	75.92	83.66	73.78	72.77	0.00	72.83	61.97	7.95	67.01		

Page 32		Service Repair Order Analysis									N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Overall Effective Labor Rate	Customer Labor A Effective Labor Rate B Sales/RO	Customer Labor A ROs / Month B Flatrate Hours/RO	Svc Contract A Effective Labor Rate B Sales/RO	Svc Contract A ROs / Month B Flatrate Hours/RO	Warr+PDI Labor A Effective Labor Rate B Sales/RO	Warr+PDI Labor A ROs/Month B Flatrate Hours/RO	Internal Labor A Effective Labor Rate B Sales/RO	Internal Labor A ROs/Month B Flatrate Hours/RO	Express Change + Other Shop A ROs/Month B Sales/RO	Total Service Labor A ROs / Month B Sales / RO	Primary L.Rates A Customer B Warranty C Internal			
1	2	3	4	5	6	7	8	9	10	11	12			
Mark-34	165.30	223	0.00	0	92.14	287	96.90	114	0	625	149.00			
121.06	526	3.2	0	0.0	233	2.5	366	3.8	0	362	124.00			
	158.26	305	0.00	0	94.26	295	81.62	128	0	728	124.00			
119.92	546	3.4	0	0.0	244	2.6	346	4.2	0	388				
Sean-15	115.41	596	131.36	17	143.06	363	117.55	411	170	1,551	132.00			
122.36	365	3.2	468	3.6	285	2.0	269	2.3	169	302	130.30			
	112.45	634	130.32	24	144.75	348	117.32	443	176	1,625	130.00			
120.55	365	3.2	722	5.5	270	1.9	268	2.3	194	305				
BOC M-B	135.06	625	73.41	59	141.91	343	110.69	214	28	1,264	124.75			
127.46	364	2.7	284	3.9	214	1.5	263	2.4	139	299	114.18			
	134.10	616	123.13	64	141.13	349	120.54	214	29	1,268	123.83			
133.02	379	2.8	290	2.4	209	1.5	283	2.3	179	308				
Mark-27	12.35	342	0.00	0	13.82	361	13.30	111	0	815	145.00			
12.79	353	28.6	0	0.0	286	20.7	167	12.6	0	298	139.00			
	12.01	371	0.00	0	13.55	460	145.00	120	0	951	145.00			
12.29	378	31.5	0	0.0	226	16.7	181	1.2	0	280				
BOC Jag/LR	134.28	383	149.99	13	121.88	289	149.24	125	0	811	142.50			
133.67	340	2.5	198	1.3	162	1.3	281	1.9	0	265	122.17			
	136.05	403	150.48	3	122.03	246	146.44	146	0	798	141.17			
134.48	341	2.5	189	1.3	198	1.6	276	1.9	0	284				
Don-17	89.82	329	0.00	0	116.67	230	84.83	320	149	1,028	130.00			
94.62	334	3.7	0	0.0	164	1.4	255	3.0	201	252	120.00			
	107.70	424	0.00	0	117.87	258	83.45	387	55	1,124	130.00			
100.39	288	2.7	0	0.0	171	1.5	223	2.7	213	235				
Andrew-47	127.95	387	160.00	55	155.09	769	116.28	394	0	1,605	160.00			
136.89	330	2.6	233	1.5	233	1.5	200	1.7	0	249	155.00			
	107.70	419	159.95	11	153.77	775	105.50	462	0	1,667	160.00			
124.54	342	3.2	218	1.4	248	1.6	176	1.7	0	251				
Helder-16	92.56	660	14.84	9	122.81	524	72.81	566	38	1,797	130.00			
90.28	306	3.3	121	8.1	243	2.0	253	3.5	119	266	123.20			
	92.06	713	18.56	9	117.19	553	68.07	578	1	1,854	130.00			
86.20	296	3.2	194	10.4	216	1.8	252	3.7	320	258				
Bradley-38	200.00	445	0.00	0	200.00	285	200.00	184	521	1,434	200.00			
200.00	300	1.5	0	0.0	200	1.0	194	1.0	64	181	200.00			
	200.00	435	0.00	0	200.00	313	200.00	157	515	1,420	200.00			
200.00	299	1.5	0	0.0	174	0.9	236	1.2	63	179				
BOC VW	103.54	578	118.40	68	105.74	298	93.18	253	46	1,243	118.22			
101.92	232	2.2	153	1.3	162	1.5	222	2.4	75	203	107.31			
	106.84	600	87.03	42	113.35	304	94.10	253	45	1,244	113.23			
103.70	227	2.1	165	1.9	171	1.5	214	2.3	61	203				
Brian-12	130.00	643	130.00	39	139.61	1,320	112.00	613	820	3,435	130.00			
127.96	227	1.7	423	3.3	105	0.8	166	1.5	30	124	107.71			
	130.00	583	130.00	26	143.89	1,337	112.00	600	783	3,329	112.00			
130.25	233	1.8	383	2.9	124	0.9	157	1.4	28	128				
Geoff-39	135.00	1,041	0.00	0	130.00	413	105.00	159	361	1,954	135.00			
129.98	223	1.7	0	0.0	105	0.8	211	2.0	30	163	130.00			

Page 32		Service Repair Order Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Customer Labor A Effective Labor Rate B Sales/RO	Customer Labor A ROs / Month B Flatrate Hours/RO	Svc Contract A Effective Labor Rate B Sales/RO	Svc Contract A ROs / Month B Flatrate Hours/RO	Warr+PDI Labor A Effective Labor Rate B Sales/RO	Warr+PDI Labor A ROs/Month B Flatrate Hours/RO	Internal Labor A Effective Labor Rate B Sales/RO	Internal Labor A ROs/Month B Flatrate Hours/RO	Express Change + Other Shop A ROs/Month B Sales/RO	Total Service Labor A ROs / Month B Sales / RO	Primary L.Rates A Customer B Warranty C Internal		
1	2	3	4	5	6	7	8	9	10	11	12		
	82.99	1,054	0.00	0	76.83	423	65.10	146	357	1,962	105.00		
80.83	228	2.7	0	0.0	121	1.6	204	3.1	32	169			
Brock-07	126.00	708	0.00	0	112.00	296	130.00	406	0	1,410	126.00		
123.41	190	1.5	0	0.0	142	1.3	73	0.6	0	146	112.00		
	126.00	908	0.00	0	112.00	360	130.00	556	0	1,824	130.00		
123.27	172	1.4	0	0.0	142	1.3	61	0.5	0	132			
Dan-20	125.00	2,135	125.00	299	124.05	970	85.00	520	0	3,924	125.00		
120.20	189	1.5	74	0.6	278	2.2	115	1.4	0	193	124.05		
	125.00	2,076	125.00	255	124.05	883	85.00	435	0	3,649	85.00		
120.71	182	1.5	63	0.5	292	2.4	112	1.3	0	192			
Graydon-22	0.00	264	0.00	1	0.00	60	0.00	262	0	587	0.00		
0.00	178	0.0	367	0.0	180	0.0	49	0.0	0	121	0.00		
	0.00	201	0.00	2	0.00	64	0.00	124	0	391	0.00		
0.00	209	0.0	259	0.0	172	0.0	103	0.0	0	170			
Natasha-98	154.33	874	154.33	364	130.56	435	154.33	448	0	2,121	154.33		
146.90	176	1.1	117	0.8	251	1.9	193	1.3	0	185	130.56		
	154.33	915	154.33	366	130.56	470	154.33	432	0	2,183	154.33		
145.89	165	1.1	111	0.7	264	2.0	173	1.1	0	179			
Adrian-31	118.00	275	0.00	0	118.00	587	108.00	699	1,444	3,005	118.00		
115.18	175	1.5	0	0.0	104	0.9	134	1.2	105	118	118.00		
	118.00	207	0.00	0	118.00	645	108.00	633	1,414	2,899	108.00		
115.16	195	1.7	0	0.0	89	0.8	135	1.2	97	110			
Weston-02	124.00	474	124.00	8	184.07	1,351	108.00	815	222	2,870	124.00		
148.24	175	1.4	207	1.7	124	0.7	51	0.5	16	103	106.10		
	124.00	424	0.00	0	177.23	1,462	108.00	795	206	2,887	108.00		
149.13	146	1.2	0	0.0	127	0.7	54	0.5	15	101			
BOC GM 2	99.14	254	99.31	5	98.85	282	85.20	166	187	895	105.15		
92.55	173	1.7	271	2.7	105	1.1	135	1.6	27	114	97.20		
	97.31	255	85.42	4	98.88	310	83.99	166	188	923	103.85		
92.05	176	1.8	281	3.3	99	1.0	133	1.6	27	112			
BOC Acura	128.11	780	0.00	0	117.50	337	110.64	306	429	1,852	125.00		
120.41	168	1.3	0	0.0	114	1.0	172	1.6	75	138	121.25		
	101.07	699	0.00	0	115.27	435	87.47	373	509	2,016	125.00		
101.91	184	1.8	0	0.0	109	0.9	155	1.8	83	137			
Ed-01	125.00	823	0.00	0	155.39	767	93.75	187	0	1,777	125.00		
129.54	168	1.3	0	0.0	104	0.7	116	1.2	0	135	112.52		
	125.00	791	0.00	0	155.37	888	93.75	194	0	1,873	93.75		
130.06	158	1.3	0	0.0	105	0.7	134	1.4	0	130			
Kevin-40	140.00	663	140.00	29	114.00	275	90.00	223	0	1,190	140.00		
122.27	162	1.2	146	1.0	215	1.9	123	1.4	0	167	114.00		
	60.20	661	47.62	23	117.27	260	87.43	218	0	1,162	90.00		
71.36	178	3.0	135	2.8	180	1.5	125	1.4	0	168			
Brandon-21	110.00	260	110.45	1	99.14	60	110.00	55	0	375	110.00		
108.15	160	1.5	7	0.1	138	1.4	60	0.5	0	142	99.14		
	110.00	247	0.00	0	99.14	72	109.99	37	0	356	110.00		
107.49	132	1.2	0	0.0	141	1.4	131	1.2	0	134			

Page 32		Service Repair Order Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Overall Effective Labor Rate	Customer Labor A Effective Labor Rate B Sales/RO	Customer Labor A ROs / Month B Flatrate Hours/RO	Svc Contract A Effective Labor Rate B Sales/RO	Svc Contract A ROs / Month B Flatrate Hours/RO	Warr+PDI Labor A Effective Labor Rate B Sales/RO	Warr+PDI Labor A ROs/Month B Flatrate Hours/RO	Internal Labor A Effective Labor Rate B Sales/RO	Internal Labor A ROs/Month B Flatrate Hours/RO	Express Change + Other Shop A ROs/Month B Sales/RO	Total Service Labor A ROs / Month B Sales / RO	Primary L.Rates A Customer B Warranty C Internal		
1	2	3	4	5	6	7	8	9	10	11	12		
Larry-33	92.59	602	114.00	15	86.41	368	76.07	214	0	1,199	114.00		
88.38	158	1.7	252	2.2	177	2.1	107	1.4	0	156	98.80		
	91.89	872	113.98	12	86.18	376	78.70	216	0	1,476	114.00		
88.77	162	1.8	175	1.5	167	1.9	122	1.5	0	157			
Group Avg	91.32	708	100.93	136	92.78	411	85.33	321	448	1,628	117.21		
91.39	157	1.7	88	1.0	164	1.8	135	1.6	72	146	111.73		
	84.55	713	98.79	149	91.65	442	85.62	324	421	1,662	105.43		
86.32	160	1.9	88	1.5	159	1.7	137	1.6	67	146			
BOC Honda	103.21	1,024	0.00	0	112.04	615	98.86	643	811	3,076	111.62		
103.07	157	1.5	0	0.0	98	0.9	165	1.7	33	114	109.62		
	100.14	1,042	0.00	0	111.88	1,052	96.95	661	811	3,550	108.32		
101.19	147	1.5	0	0.0	73	0.7	160	1.6	32	102			

Page 32A		Service Repair Order Analysis Continued - Customer + Express Svc							N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Cust+Expr Svc A Effective Labor Rate B Sales/RO	Cust+Expr Svc A ROs / Month B Flatrate Hours/RO	Cust+Expr Svc A Parts Sls/RO B Parts/Labor Sales Ratio	Express Svc Change Labor A Eff Labr Rate B Sales/RO	Express Svc Change Labor A ROs / Month B Fltrt Hrs/RO	A Cust+Exp Svc B Svc Contract Sales Per Technician	A Warr+Pre Del B Internal Sales Per Technician	Total Service Labor Sales Per Tech				
1	2	3	4	5	6	7	8	9	10	11	12	
Mark-34	165.30	223	488	0.00	0	7,826	4,457	15,073				
15.0	526	3.2	0.93	0	0.0	0	2,789					
	158.26	305	518	0.00	0	11,099	4,795	18,843				
	546	3.4	0.95	0	0.0	0	2,949					
BOC M-B	135.34	653	287	154.58	28	12,449	3,958	20,341				
18.6	355	2.6	0.81	139	0.9	909	3,025					
	135.02	645	276	195.22	29	12,845	3,928	21,024				
	370	2.7	0.75	179	0.9	992	3,259					
Mark-27	12.35	342	273	0.00	0	10,975	9,383	22,045				
11.0	353	28.6	0.77	0	0.0	0	1,687					
	12.01	371	304	0.00	0	12,738	9,461	24,170				
	378	31.5	0.80	0	0.0	0	1,971					
BOC Jag/LR	134.28	383	368	0.00	0	10,349	3,730	17,074				
12.6	340	2.5	1.08	0	0.0	210	2,785					
	136.05	403	380	0.00	0	10,884	3,856	17,999				
	341	2.5	1.11	0	0.0	50	3,210					
Andrew-47	127.95	387	394	0.00	0	5,557	7,797	17,343				
23.0	330	2.6	1.19	0	0.0	561	3,429					
	107.70	419	400	0.00	0	6,228	8,350	18,210				
	342	3.2	1.17	0	0.0	104	3,528					
Sean-15	117.13	766	163	132.00	170	10,256	4,311	19,500				
24.0	321	2.7	0.51	169	1.3	335	4,597					
	114.64	810	152	132.00	176	11,067	3,908	20,640				
	328	2.9	0.46	194	1.5	722	4,942					
Helder-16	93.14	698	144	130.00	38	7,133	4,391	16,498				
29.0	296	3.2	0.48	119	0.9	39	4,935					
	92.10	714	140	130.08	1	7,287	4,114	16,475				
	296	3.2	0.47	320	2.5	60	5,014					
Don-17	96.18	478	178	130.00	149	14,702	3,977	27,267				
9.5	292	3.0	0.61	201	1.5	0	8,588					
	109.34	479	180	130.00	55	14,087	4,653	27,823				
	279	2.6	0.64	213	1.6	0	9,083					
BOC VW	103.50	624	174	101.79	46	9,910	3,467	18,184				
13.9	220	2.1	0.79	75	0.7	746	4,060					
	105.55	645	163	66.41	45	10,024	3,747	18,181				
	215	2.0	0.76	61	0.9	501	3,908					
Brock-07	126.00	708	147	0.00	0	19,500	6,078	29,879				
6.9	190	1.5	0.77	0	0.0	0	4,301					
	126.00	908	149	0.00	0	22,579	7,404	34,921				
	172	1.4	0.87	0	0.0	0	4,938					
Dan-20	125.00	2,135	168	0.00	0	7,928	5,288	14,821				
51.0	189	1.5	0.89	0	0.0	435	1,171					
	125.00	2,076	152	0.00	0	7,410	5,062	13,740				
	182	1.5	0.83	0	0.0	313	955					
Graydon-22	0.00	264	191	0.00	0	9,390	2,152	14,152				
5.0	178	0.0	1.08	0	0.0	47	2,564					

Page 32A		Service Repair Order Analysis Continued - Customer + Express Svc							N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Cust+Expr Svc A Effective Labor Rate B Sales/RO	Cust+Expr Svc A ROs / Month B Flatrate Hours/RO	Cust+Expr Svc A Parts Sls/RO B Parts/Labor Sales Ratio	Express Svc Change Labor A Eff Labr Rate B Sales/RO	Express Svc Change Labor A ROs / Month B Fltrt Hrs/RO	A Cust+Exp Svc B Svc Contract Sales Per Technician	A Warr+Pre Del B Internal Sales Per Technician	Total Service Labor Sales Per Tech				
1	2	3	4	5	6	7	8	9	10	11	12	
	0.00	201	239	0.00	0	8,414	2,206	13,283				
	209	0.0	1.14	0	0.0	103	2,559					
Natasha-98	154.33	874	122	0.00	0	5,929	4,194	15,093				
26.0	176	1.1	0.69	0	0.0	1,641	3,330					
	154.33	915	133	0.00	0	5,813	4,771	15,009				
	165	1.1	0.81	0	0.0	1,556	2,870					
Geoff-39	135.00	1,403	185	135.00	361	17,381	3,090	22,793				
14.0	173	1.3	1.07	30	0.2	0	2,399					
	84.46	1,411	250	134.99	357	17,956	3,666	23,679				
	178	2.1	1.41	32	0.2	0	2,125					
Bradley-38	200.00	965	96	200.00	521	0	0	0				
0.0	173	0.9	0.56	64	0.3	0	0					
	200.00	950	94	200.00	515	0	0	0				
	171	0.9	0.55	63	0.3	0	0					
Ed-01	125.00	823	154	0.00	0	6,909	3,999	11,993				
20.0	168	1.3	0.92	0	0.0	0	1,085					
	125.00	791	147	0.00	0	6,268	4,652	12,221				
	158	1.3	0.93	0	0.0	0	1,301					
Kevin-40	140.00	663	143	0.00	0	8,275	4,553	15,266				
13.0	162	1.2	0.88	0	0.0	322	2,115					
	60.20	661	160	0.00	0	9,062	3,608	15,007				
	178	3.0	0.90	0	0.0	238	2,098					
Brandon-21	110.00	260	178	0.00	0	10,391	2,077	13,295				
4.0	160	1.5	1.11	0	0.0	2	825					
	110.00	247	188	0.00	0	8,157	2,534	11,900				
	132	1.2	1.42	0	0.0	0	1,208					
Larry-33	92.59	602	131	0.00	0	5,951	4,078	11,699				
16.0	158	1.7	0.83	0	0.0	239	1,431					
	91.89	872	157	0.00	0	8,804	3,921	14,500				
	162	1.8	0.97	0	0.0	131	1,643					
Group Avg	93.07	818	124	128.06	448	7,923	4,486	15,755				
15.8	146	1.6	0.85	72	0.6	642	2,880					
	86.24	816	133	128.20	421	8,024	4,672	16,102				
	148	1.7	0.90	67	0.5	671	2,941					
Lindsay-09	96.86	1,568	88	0.00	0	5,956	2,747	12,259				
38.0	144	1.5	0.61	0	0.0	1,092	2,464					
	96.86	1,384	88	0.00	0	5,861	3,820	12,921				
	161	1.7	0.55	0	0.0	1,170	2,070					
Jorge-23	124.00	808	144	0.00	0	11,619	8,239	23,879				
10.0	144	1.2	1.00	0	0.0	549	3,471					
	124.00	787	155	0.00	0	11,019	7,621	22,450				
	140	1.1	1.11	0	0.0	637	3,173					
Israel-46	104.88	652	105	0.00	0	7,102	4,605	13,154				
13.0	142	1.4	0.74	0	0.0	0	1,447					
	104.88	633	102	0.00	0	6,634	5,298	13,515				
	136	1.3	0.75	0	0.0	0	1,583					

Page 32A Service Repair Order Analysis Continued - Customer + Express Svc										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Cust+Expr Svc A Effective Labor Rate B Sales/RO	Cust+Expr Svc A ROs / Month B Flatrate Hours/RO	Cust+Expr Svc A Parts Sls/RO B Parts/Labor Sales Ratio	Express Svc Change Labor A Eff Labr Rate B Sales/RO	Express Svc Change Labor A ROs / Month B Fltrt Hrs/RO	A Cust+Exp Svc B Svc Contract Sales Per Technician	A Warr+Pre Del B Internal Sales Per Technician	Total Service Labor Sales Per Tech					
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Acura	124.68	1,209	82	112.46	429	12,357	2,906	19,242					
13.3	135	1.1	0.61	75	0.7	0	3,979						
	104.38	1,208	85	115.91	509	12,907	3,559	20,818					
	142	1.4	0.60	83	0.7	0	4,352						
Nate-43	83.14	1,184	152	0.00	0	6,138	1,949	9,633					
26.0	135	1.6	1.13	0	0.0	251	1,295						
	81.75	1,158	152	0.00	0	5,584	2,200	9,530					
	125	1.5	1.21	0	0.0	328	1,418						
Erin-18	95.00	254	131	0.00	0	34,134	6,716	50,400					
1.0	134	1.4	0.98	0	0.0	1,346	8,204						
	95.00	241	155	0.00	0	36,523	11,073	58,922					
	152	1.6	1.02	0	0.0	2,827	8,499						

Page 33		Service Productivity Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Svc Techs C Svc Advisors D Tech/Advisor	Total Service Repair Orders A Per Month B Per Advisor	Cust+Expr Svc A Parts Sls/RO B Parts/Labor Sales Ratio	Parts/Labor Sales Ratio A Warranty B Internal	A Available Hrs For One Tech B Total Hours Billed / Month	A Flatrate Hours Billed B Flatrate Proficiency	Primary Make Cust+Svc Cont A Eff Labr Rate B Sales / RO	Primary Make Cust+Svc Cont A ROs / Month B Fltrt Hrs/RO	Primary Make Warranty+PDI A Eff Labr Rate B Sales / RO	Primary Make Warranty+PDI A ROs / Month B Fltrt Hrs/RO	Primary Make Internal A Eff Labr Rate B Sales / RO	Primary Make Internal A ROs / Month B Fltrt Hrs/RO		
1	2	3	4	5	6	7	8	9	10	11	12		
Mark-27	815	273	0.75	175	1,723.7	11.95	342	13.82	361	13.30	111		
11.0	272	0.77	0.79	18,961	984.97	353	29.5	286	20.7	167	12.6		
3.0	951	304	0.79	195	1,966.4	10.15	371	13.55	460	145.00	120		
3.7	317	0.80	1.05	21,630	1,008.41	378	37.2	226	16.7	181	1.2		
BOC Honda	3,076	65	1.44	31	165.0	102.92	968	112.04	615	98.86	643		
20.6	454	0.64	0.55	3,405	437.04	162	1.6	98	0.9	165	1.7		
6.8	3,550	62	1.28	40	173.1	99.79	985	111.88	1,052	96.95	661		
3.0	524	0.63	0.54	3,573	365.34	151	1.5	73	0.7	160	1.6		
Group Avg	1,628	124	1.24	143	173.8	90.67	740	92.89	404	85.52	313		
15.8	375	0.85	0.83	2,661	291.97	151	1.7	165	1.8	136	1.6		
4.7	1,662	133	1.19	128	188.1	81.48	748	91.88	435	85.99	316		
3.6	383	0.90	0.94	2,879	509.96	152	1.9	160	1.7	138	1.6		
Don-17	1,028	178	1.82	102	288.2	89.82	329	116.67	230	84.83	320		
9.5	257	0.61	0.50	2,738	282.55	334	3.7	164	1.4	255	3.0		
4.0	1,124	180	1.76	98	277.2	107.70	424	117.87	258	83.45	387		
2.4	281	0.64	0.45	2,633	282.86	288	2.7	171	1.5	223	2.7		
BOC Acura	1,852	82	1.64	64	159.8	128.07	775	117.50	337	110.64	306		
13.3	322	0.61	0.95	2,117	246.86	168	1.3	114	1.0	172	1.6		
5.8	2,016	85	1.52	67	204.3	100.42	681	115.27	435	87.47	373		
2.3	351	0.60	1.07	2,707	309.57	184	1.8	109	0.9	155	1.8		
BOC Mazda	1,276	92	1.08	90	185.3	91.03	503	113.85	299	84.26	234		
8.5	453	0.81	0.64	1,583	243.64	113	1.2	81	0.7	152	1.8		
2.8	1,130	99	1.18	111	181.7	86.58	492	118.40	183	84.03	225		
3.0	401	0.84	0.76	1,553	172.31	120	1.4	97	0.8	158	1.9		
Helder-16	1,797	144	1.51	85	182.7	89.95	670	122.81	524	72.81	566		
29.0	200	0.48	0.64	5,299	214.94	304	3.4	243	2.0	253	3.5		
9.0	1,854	140	1.17	86	191.1	89.17	722	117.19	553	68.07	578		
3.2	206	0.47	0.62	5,542	222.21	295	3.3	216	1.8	252	3.7		
BOC Toyota	2,665	86	1.58	68	179.7	95.04	1,851	106.25	461	89.05	340		
19.6	416	0.69	0.65	3,516	204.87	106	1.1	170	1.6	183	2.1		
6.4	2,735	84	1.47	81	186.4	96.16	1,896	109.98	480	88.56	344		
3.1	427	0.69	0.64	3,647	190.08	106	1.1	185	1.7	187	2.1		
BOC GM 2	895	90	1.04	101	146.3	99.15	259	98.85	282	85.20	166		
7.5	402	0.81	0.66	1,104	151.90	175	1.8	105	1.1	135	1.6		
2.2	923	91	0.96	105	149.4	96.98	259	98.88	310	83.99	166		
3.4	414	0.81	0.70	1,127	148.71	178	1.8	99	1.0	133	1.6		
Matt-30	2,706	122	1.00	125	168.3	81.98	1,786	100.00	560	65.95	359		
28.0	338	1.01	0.52	4,712	134.64	119	1.5	217	2.2	165	2.5		
8.0	2,644	139	1.17	125	184.9	83.03	1,720	88.80	553	39.76	371		
3.5	331	1.08	0.48	5,178	147.92	126	1.5	189	2.1	149	3.7		
BOC VW	1,243	174	1.28	161	178.4	106.48	480	107.30	195	95.44	168		
13.9	263	0.79	0.54	2,474	109.95	235	2.2	170	1.6	230	2.4		
4.7	1,244	163	1.30	223	175.3	104.54	447	112.68	175	97.60	177		
2.9	263	0.76	0.59	2,431	71.64	237	2.3	185	1.6	215	2.2		
Mary-37	1,520	140	0.93	149	163.0	105.95	648	104.16	439	97.50	431		
12.0	380	1.59	0.91	1,956	109.40	94	0.9	208	2.0	115	1.2		

Page 33		Service Productivity Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Svc Techs C Svc Advisors D Tech/Advisor	Total Service Repair Orders A Per Month B Per Advisor	Cust+Expr Svc A Parts Sls/RO B Parts/Labor Sales Ratio	Parts/Labor Sales Ratio A Warranty B Internal	A Available Hrs For One Tech B Total Hours Billed / Month	A Flatrate Hours Billed B Flatrate Proficiency	Primary Make Cust+Svc Cont A Eff Labr Rate B Sales / RO	Primary Make Cust+Svc Cont A ROs / Month B Fltrt Hrs/RO	Primary Make Warranty+PDI A Eff Labr Rate B Sales / RO	Primary Make Warranty+PDI A ROs / Month B Fltrt Hrs/RO	Primary Make Internal A Eff Labr Rate B Sales / RO	Primary Make Internal A ROs / Month B Fltrt Hrs/RO		
1	2	3	4	5	6	7	8	9	10	11	12		
4.0	1,947	132	1.04	213	189.8	105.95	867	104.16	526	97.50	525		
3.0	487	1.60	0.98	2,278	89.11	87	0.8	190	1.8	113	1.2		
BOC Ford 2	827	119	1.41	122	132.1	89.09	491	89.29	131	82.28	179		
9.5	347	0.97	0.59	1,252	103.43	127	1.4	155	1.7	142	1.7		
2.4	852	121	1.44	127	135.1	89.97	504	89.32	137	79.21	182		
4.0	358	0.99	0.59	1,280	102.64	126	1.4	145	1.6	145	1.8		
Sean-15	1,551	163	1.51	161	159.4	115.91	613	143.06	363	117.55	411		
24.0	310	0.51	0.51	3,825	99.01	368	3.2	285	2.0	269	2.3		
5.0	1,625	152	1.20	153	171.2	113.54	658	144.75	348	117.32	443		
4.8	325	0.46	0.56	4,109	111.90	378	3.3	270	1.9	268	2.3		
Mark-34	625	488	1.48	126	124.5	165.30	223	92.14	287	96.90	114		
15.0	156	0.93	0.91	1,868	98.81	526	3.2	233	2.5	366	3.8		
4.0	728	518	1.38	129	157.1	158.26	305	94.26	295	81.62	128		
3.8	182	0.95	0.71	2,357	121.78	546	3.4	244	2.6	346	4.2		
Andrew-05	1,132	41	1.01	181	178.8	65.18	417	97.81	291	28.83	351		
6.0	1,132	0.79	1.95	1,073	98.78	53	0.8	79	0.8	29	1.0		
1.0	1,212	62	0.94	176	194.0	67.39	462	94.75	295	32.79	370		
6.0	1,212	0.98	1.98	1,164	110.23	64	1.0	74	0.8	33	1.0		
Andrew-47	1,605	394	2.18	136	126.7	130.34	442	155.09	769	116.28	394		
23.0	267	1.19	0.88	2,914	93.16	318	2.4	233	1.5	200	1.7		
6.0	1,667	400	2.13	139	146.2	108.28	430	153.77	775	105.50	462		
3.8	278	1.17	1.05	3,363	105.18	339	3.1	248	1.6	176	1.7		
Pete-06	703	115	1.17	167	153.3	52.70	301	91.65	165	46.84	237		
6.0	703	1.40	0.56	920	91.80	82	1.6	129	1.4	43	0.9		
1.0	681	130	1.35	150	141.2	47.84	273	88.77	176	48.10	232		
6.0	681	1.84	0.49	847	94.13	71	1.5	108	1.2	47	1.0		
Dan-20	3,924	168	0.94	136	123.3	125.00	2,433	124.05	970	85.00	520		
51.0	302	0.89	1.69	6,288	90.66	175	1.4	278	2.2	115	1.4		
13.0	3,649	152	0.83	137	113.8	125.00	2,331	124.05	883	85.00	435		
3.9	281	0.83	1.45	5,805	83.07	169	1.4	292	2.4	112	1.3		
BOC Jag/LR	811	368	1.64	150	127.7	140.91	287	129.39	289	155.44	125		
12.6	187	1.08	1.09	1,609	89.59	356	2.5	162	1.3	281	1.8		
4.3	798	380	1.63	143	133.8	141.22	302	131.00	246	154.72	146		
2.9	184	1.11	1.18	1,686	100.80	362	2.6	198	1.5	276	1.8		
Nate-43	2,270	152	1.26	134	118.7	82.04	1,237	93.66	303	67.33	722		
26.0	378	1.13	1.42	3,085	88.58	133	1.6	167	1.8	46	0.7		
6.0	2,293	152	1.23	138	117.3	81.81	1,213	94.22	390	67.78	685		
4.3	382	1.21	1.66	3,051	85.00	126	1.5	147	1.6	54	0.8		
Larry-33	1,199	131	1.18	150	132.4	93.27	618	86.41	368	76.07	214		
16.0	400	0.83	1.44	2,118	88.27	160	1.7	177	2.1	107	1.4		
3.0	1,476	157	1.30	167	163.3	92.15	884	86.18	376	78.70	216		
5.3	492	0.97	4.27	2,613	97.78	162	1.8	167	1.9	122	1.5		
James-99	965	129	1.20	102	83.6	125.00	628	124.00	120	135.00	217		
13.0	483	1.01	0.81	1,087	81.96	130	1.0	176	1.4	162	1.2		
2.0	911	132	1.11	101	78.0	125.00	564	124.00	103	135.00	244		
6.5	456	0.94	1.16	1,014	77.23	139	1.1	158	1.3	140	1.0		

Page 33 Service Productivity Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Svc Techs C Svc Advisors D Tech/Advisor	Total Service Repair Orders A Per Month B Per Advisor	Cust+Expr Svc A Parts Sls/RO B Parts/Labor Sales Ratio	Parts/Labor Sales Ratio A Warranty B Internal	A Available Hrs For One Tech B Total Hours Billed / Month	A Flatrate Hours Billed B Flatrate Proficiency	Primary Make Cust+Svc Cont A Eff Labr Rate B Sales / RO	Primary Make Cust+Svc Cont A ROs / Month B Fltrt Hrs/RO	Primary Make Warranty+PDI A Eff Labr Rate B Sales / RO	Primary Make Warranty+PDI A ROs / Month B Fltrt Hrs/RO	Primary Make Internal A Eff Labr Rate B Sales / RO	Primary Make Internal A ROs / Month B Fltrt Hrs/RO		
1	2	3	4	5	6	7	8	9	10	11	12		
Kevin-40	1,190	143	0.95	186	124.8	140.00	692	114.00	275	90.00	223		
13.0	298	0.88	0.70	1,623	67.10	162	1.2	215	1.9	123	1.4		
4.0	1,162	160	0.89	186	210.3	59.79	684	117.27	260	87.43	218		
3.3	291	0.90	0.76	2,734	113.06	177	3.0	180	1.5	125	1.4		
Ray-44	1,305	100	1.27	183	119.7	69.92	236	107.45	105	128.66	47		
13.0	435	1.13	2.06	1,556	65.41	64	0.9	77	0.7	109	0.8		
3.0	1,249	102	1.36	204	134.0	70.08	229	112.47	52	117.52	51		
4.3	416	1.17	2.16	1,742	65.69	60	0.9	97	0.9	71	0.6		
Chris-19	1,513	137	1.46	155	98.8	116.00	921	105.00	237	58.00	355		
17.0	303	1.69	1.34	1,679	63.74	82	0.7	175	1.7	103	1.8		
5.0	1,624	146	1.19	145	105.3	116.00	903	105.00	316	58.00	405		
3.4	325	1.78	1.61	1,791	72.62	83	0.7	136	1.3	105	1.8		

Page 34		Service Variable Selling Expense Analysis						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incnet A Per Month B % Dept Gross	Salespeople Comm&Incnet A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Total Service Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B Svc Employees	A Gross Per Hour B Avg Paid Tech / Hour	A Breakeven Labor Sales B Breakeven Hours	A Gross Per B Expense Per Svc Technician	
1	2	3	4	5	6	7	8	9	10	11	12	
Geoff-39	3,080	0	3,080	0	0	2,300	5,380	2,981	99.48	191,849	17,650	
247,093	1.25	0.00	1.25	0.00	0.00	0.93	2.18	38.0	30.50	1,475.9	10,487	
	1,011	0	1,011	0	0	1,465	2,476	2,653	62.11	181,588	18,425	
257,954	0.39	0.00	0.39	0.00	0.00	0.57	0.96		18.72	2,246.5	9,967	
Mark-27	2,846	0	2,846	0	0	1,593	4,439	3,628	9.74	192,503	16,990	
186,892	1.52	0.00	1.52	0.00	0.00	0.85	2.37	21.0	3.05	15,048.4	13,325	
	1,905	0	1,905	0	0	1,994	3,899	4,170	9.46	204,811	18,777	
206,552	0.92	0.00	0.92	0.00	0.00	0.97	1.89		2.83	16,668.5	14,335	
Seth-45	2,288	0	2,288	0	0	2,367	4,655	2,949	79.83	171,996	10,068	
161,094	1.42	0.00	1.42	0.00	0.00	1.47	2.89	33.7	27.24	1,606.4	8,015	
	3,647	0	3,647	0	0	2,536	6,183	3,016	79.43	177,589	9,535	
152,562	2.39	0.00	2.39	0.00	0.00	1.66	4.05		27.37	1,662.8	8,255	
Mark-34	1,665	0	1,665	0	0	3,659	5,324	3,765	95.80	210,987	11,794	
176,915	0.94	0.00	0.94	0.00	0.00	2.07	3.01	30.7	25.26	1,743.0	11,132	
	1,386	0	1,386	0	0	4,679	6,065	4,290	95.83	238,063	15,254	
228,804	0.61	0.00	0.61	0.00	0.00	2.04	2.65		24.09	1,985.1	12,682	
Weston-02	6,854	0	6,854	0	0	1,387	8,241	2,935	110.95	258,735	13,088	
222,495	3.08	0.00	3.08	0.00	0.00	0.62	3.70	42.3	37.29	1,745.5	11,392	
	6,966	0	6,966	0	0	1,060	8,026	2,674	111.60	250,083	12,886	
219,058	3.18	0.00	3.18	0.00	0.00	0.48	3.66		37.52	1,677.1	11,010	
Adrian-31	5,533	0	5,533	0	0	5,548	11,081	3,556	85.27	291,917	12,628	
277,813	1.99	0.00	1.99	0.00	0.00	2.00	3.99	42.0	29.92	2,534.7	9,823	
	3,876	0	3,876	0	0	7,029	10,905	3,237	83.43	278,539	11,359	
249,905	1.55	0.00	1.55	0.00	0.00	2.81	4.36		31.73	2,418.5	9,172	
Brian-12	7,010	0	7,010	0	0	8,350	15,361	2,731	99.47	465,845	13,468	
350,175	2.00	0.00	2.00	0.00	0.00	2.38	4.39	76.0	28.49	3,640.8	13,929	
	6,541	0	6,541	0	0	4,052	10,593	2,735	101.79	459,268	13,488	
350,696	1.87	0.00	1.87	0.00	0.00	1.16	3.02		28.46	3,526.1	13,805	
BOC Honda	8,137	0	8,137	0	0	4,216	12,353	3,082	79.52	242,579	13,558	
279,792	2.91	0.00	2.91	0.00	0.00	1.53	4.44	41.2	23.55	2,327.3	9,067	
	8,677	0	8,677	0	0	3,939	12,615	3,014	78.24	241,480	13,961	
288,104	3.01	0.00	3.01	0.00	0.00	1.37	4.38		22.96	2,356.0	9,062	
Nate-43	4,234	0	4,234	0	0	3,806	8,039	2,368	57.96	190,391	6,925	
180,058	2.35	0.00	2.35	0.00	0.00	2.11	4.46	40.3	23.22	2,345.1	5,228	
	4,281	0	4,281	0	0	4,841	9,122	2,470	57.95	196,170	6,875	
178,761	2.39	0.00	2.39	0.00	0.00	2.71	5.10		23.26	2,415.7	5,384	
Helder-16	8,336	0	8,336	0	0	9,533	17,869	2,886	68.03	525,532	12,491	
362,242	2.30	0.00	2.30	0.00	0.00	2.63	4.93	74.3	22.25	5,820.8	13,655	
	1,878	0	1,878	0	0	10,086	11,964	2,855	63.52	500,423	12,198	
353,739	0.53	0.00	0.53	0.00	0.00	2.85	3.38		22.68	5,805.4	12,716	
BOC Mazda	3,965	0	3,965	0	0	1,939	5,904	3,036	72.43	120,237	13,732	
117,342	3.35	0.00	3.35	0.00	0.00	1.71	5.06	17.8	25.42	1,221.4	10,402	
	3,324	0	3,324	0	0	704	4,028	2,906	70.66	116,008	13,160	
112,459	2.96	0.00	2.96	0.00	0.00	0.63	3.58		24.98	1,204.2	9,960	
BOC M-B	8,080	0	8,080	0	0	7,130	15,211	3,453	97.32	339,941	15,811	
293,827	2.75	0.00	2.75	0.00	0.00	2.43	5.18	38.5	30.14	2,493.2	14,037	

Page 34		Service Variable Selling Expense Analysis						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incnet A Per Month B % Dept Gross	Salespeople Comm&Incnet A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Total Service Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B Svc Employees	A Gross Per Hour B Avg Paid Tech / Hour	A Breakeven Labor Sales B Breakeven Hours	A Gross Per B Expense Per Svc Technician	
1	2	3	4	5	6	7	8	9	10	11	12	
	7,604	0	7,604	0	0	6,534	14,139	3,341	102.81	324,747	16,562	
307,783	2.47	0.00	2.47	0.00	0.00	2.12	4.59		30.21	2,305.2	13,608	
Sean-15	12,832	0	12,832	0	0	6,432	19,264	4,193	90.36	510,949	14,911	
357,866	3.59	0.00	3.59	0.00	0.00	1.80	5.38	43.5	32.00	4,175.9	15,722	
	21,585	0	21,585	0	0	5,082	26,667	4,449	85.65	554,087	14,943	
358,621	6.02	0.00	6.02	0.00	0.00	1.42	7.44		34.90	4,596.4	16,403	
Brandon-21	1,921	0	1,921	0	0	237	2,158	2,412	76.78	27,686	9,845	
39,379	4.88	0.00	4.88	0.00	0.00	0.60	5.48	7.0	31.37	256.0	4,914	
	1,858	0	1,858	0	0	375	2,233	3,744	74.61	57,038	8,874	
35,497	5.23	0.00	5.23	0.00	0.00	1.06	6.29		32.88	530.6	9,898	
BOC VW	4,561	0	4,561	0	0	6,040	10,601	3,468	73.98	210,210	13,853	
192,095	2.37	0.00	2.37	0.00	0.00	3.14	5.52	27.1	27.94	2,138.1	10,965	
	4,621	0	4,621	0	0	4,910	9,531	3,414	74.82	205,133	13,803	
191,398	2.41	0.00	2.41	0.00	0.00	2.57	4.98		28.89	2,046.9	10,708	
Erin-18	800	0	800	0	0	1,328	2,128	6,376	67.95	55,283	36,839	
36,839	2.17	0.00	2.17	0.00	0.00	3.61	5.78	4.0	25.32	592.7	40,274	
	1,327	0	1,327	0	0	249	1,576	6,990	68.11	58,736	43,398	
43,398	3.06	0.00	3.06	0.00	0.00	0.57	3.63		24.46	634.5	43,218	
BOC GM 2	3,662	(348)	3,314	0	0	1,476	4,790	2,670	67.89	87,976	10,288	
77,629	4.72	(0.45)	4.27	0.00	0.00	1.90	6.17	14.8	24.66	932.2	8,521	
	3,186	(469)	2,717	0	0	1,317	4,035	2,557	68.09	81,990	10,584	
79,857	3.99	(0.59)	3.40	0.00	0.00	1.65	5.05		23.96	867.6	8,015	
BOC Jag/LR	5,685	(143)	5,542	0	0	5,863	11,405	3,906	98.23	211,639	14,155	
178,356	3.19	(0.08)	3.11	0.00	0.00	3.29	6.39	26.1	35.44	1,594.6	12,403	
	5,947	(57)	5,891	0	0	5,319	11,210	4,003	98.75	204,269	14,914	
187,911	3.16	(0.03)	3.13	0.00	0.00	2.83	5.97		35.73	1,540.4	12,015	
BOC Ford 2	3,582	(8)	3,574	0	0	1,729	5,303	2,776	63.15	95,723	8,722	
82,649	4.33	(0.01)	4.32	0.00	0.00	2.09	6.42	15.5	24.57	1,030.0	7,260	
	(567)	(8)	(576)	0	0	2,090	1,514	2,644	63.24	85,396	9,001	
85,296	(0.66)	(0.01)	(0.67)	0.00	0.00	2.45	1.78		24.05	929.7	6,532	
Sean-35	6,144	0	6,144	0	0	2,631	8,775	2,849	75.68	193,340	7,767	
132,036	4.65	0.00	4.65	0.00	0.00	1.99	6.65	31.0	36.23	1,727.7	7,692	
	8,316	0	8,316	0	0	4,104	12,420	2,924	75.74	208,864	10,048	
170,819	4.87	0.00	4.87	0.00	0.00	2.40	7.27		37.32	1,847.3	8,230	
Ray-44	3,811	0	3,811	0	0	1,899	5,710	2,493	53.16	108,898	6,370	
82,811	4.60	0.00	4.60	0.00	0.00	2.29	6.90	20.1	23.39	1,422.7	5,818	
	3,109	0	3,109	0	0	1,917	5,026	2,446	44.36	106,728	5,935	
77,150	4.03	0.00	4.03	0.00	0.00	2.48	6.51		19.82	1,663.2	5,675	
BOC Acura	7,767	0	7,767	0	0	6,370	14,136	2,999	91.97	194,758	15,200	
201,395	3.86	0.00	3.86	0.00	0.00	3.16	7.02	31.4	28.44	1,547.7	11,288	
	7,705	0	7,705	0	0	7,040	14,745	2,817	78.31	186,872	16,422	
217,591	3.54	0.00	3.54	0.00	0.00	3.24	6.78		23.59	1,781.4	10,870	
Lyndi-03	4,775	(2,169)	2,606	0	0	2,246	4,853	3,567	66.16	89,923	13,475	
67,374	7.09	(3.22)	3.87	0.00	0.00	3.33	7.20	11.0	22.85	1,010.3	13,368	
	3,416	(1,263)	2,153	0	0	237	2,390	3,686	68.21	81,604	17,215	
86,075	3.97	(1.47)	2.50	0.00	0.00	0.28	2.78		20.44	920.5	12,557	

Page 34 Service Variable Selling Expense Analysis N322 November 2016										A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incent A Per Month B % Dept Gross	Salespeople Comm&Incent A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Total Service Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B Svc Employees	A Gross Per Hour B Avg Paid Tech / Hour	A Breakeven Labor Sales B Breakeven Hours	A Gross Per B Expense Per Svc Technician
1	2	3	4	5	6	7	8	9	10	11	12
Mary-37	8,289	0	8,289	0	0	2,406	10,695	3,879	73.03	163,571	12,020
144,235	5.75	0.00	5.75	0.00	0.00	1.67	7.42	19.5	29.93	1,588.7	9,668
	6,384	0	6,384	0	0	1,677	8,061	3,844	71.91	157,453	13,779
165,351	3.86	0.00	3.86	0.00	0.00	1.01	4.88		31.04	1,529.4	9,165
Larry-33	9,246	0	9,246	0	0	583	9,830	3,764	60.36	199,509	8,133
130,126	7.11	0.00	7.11	0.00	0.00	0.45	7.55	26.6	28.02	2,257.2	8,515
	12,829	0	12,829	0	0	1,975	14,804	3,859	60.95	220,768	10,366
165,850	7.74	0.00	7.74	0.00	0.00	1.19	8.93		27.82	2,486.9	9,474
Marcella-96	4,542	0	4,542	0	0	13,056	17,599	5,366	79.17	306,413	15,534
233,003	1.95	0.00	1.95	0.00	0.00	5.60	7.55	27.0	31.46	2,769.6	14,618
	3,234	0	3,234	0	0	11,229	14,463	4,808	77.81	273,560	16,503
247,542	1.31	0.00	1.31	0.00	0.00	4.54	5.84		30.22	2,532.0	13,135

Page 35		Service Personnel Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors	Salespl Sal +Cleric Comp	Compensation Other	Leave, Vacation Sick & Holiday	Employee Benfits +Demo Exp	Payroll Taxes	Training Expense	Uniforms & Laundry	Workrs Comp + Pensions	Total Service Personnel Exp		
Total Service Gross / Month		A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Toyota		0	8,836	28,516	5,364	12,052	10,960	2,462	1,239	606	74,282		
264,000		0.00	3.37	10.67	2.02	4.55	4.18	0.92	0.47	0.23	28.01		
		0	9,452	28,720	3,589	11,972	9,288	2,203	1,240	692	71,281		
278,449		0.00	3.39	10.31	1.29	4.30	3.34	0.79	0.45	0.25	25.60		
Lisa-36		2,491	879	8,129	398	560	2,391	351	41	0	16,366		
51,972		4.79	1.69	15.64	0.77	1.08	4.60	0.67	0.08	0.00	31.49		
		2,087	766	9,154	880	562	2,121	178	0	0	16,576		
50,092		4.17	1.53	18.27	1.76	1.12	4.23	0.36	0.00	0.00	33.09		
Joseph-04		0	1,438	14,966	3,833	6,219	6,649	442	312	1,346	35,204		
106,068		0.00	1.36	14.11	3.61	5.86	6.27	0.42	0.29	1.27	33.19		
		0	1,396	13,851	3,925	6,076	6,343	164	217	1,341	33,313		
100,190		0.00	1.39	13.82	3.92	6.06	6.33	0.16	0.22	1.34	33.25		
BOC Kia		0	5,022	21,336	2,179	6,548	7,016	1,277	490	567	46,935		
139,178		0.00	3.61	15.33	1.57	4.70	5.04	0.92	0.35	0.41	33.72		
		0	5,577	22,500	1,707	6,299	5,620	1,392	411	495	46,497		
142,314		0.00	3.92	15.81	1.20	4.43	3.95	0.98	0.29	0.35	32.67		
Andrew-05		0	6,260	6,561	0	733	1,477	45	830	0	17,373		
48,010		0.00	13.04	13.67	0.00	1.53	3.08	0.09	1.73	0.00	36.19		
		0	9,032	8,586	0	384	1,327	0	824	0	21,497		
53,372		0.00	16.92	16.09	0.00	0.72	2.49	0.00	1.54	0.00	40.28		
Bob-42		0	0	7,205	731	1,465	1,814	678	0	0	11,892		
32,578		0.00	0.00	22.12	2.24	4.50	5.57	2.08	0.00	0.00	36.50		
		0	0	7,068	1,419	641	1,610	564	0	0	11,302		
26,192		0.00	0.00	26.99	5.42	2.45	6.15	2.15	0.00	0.00	43.15		
Austin-08		0	7,753	51,194	4,778	8,211	15,580	3,472	1,016	1,639	93,642		
253,768		0.00	3.06	20.17	1.88	3.24	6.14	1.37	0.40	0.65	36.90		
		0	8,134	46,359	4,778	8,018	14,567	1,547	1,874	2,079	87,357		
242,159		0.00	3.36	19.14	1.97	3.31	6.02	0.64	0.77	0.86	36.07		
Lindsay-09		0	6,824	88,542	9,072	11,022	12,285	1,356	4,669	1,666	137,537		
367,210		0.00	1.86	24.11	2.47	3.00	3.35	0.37	1.27	0.45	37.45		
		0	5,175	83,088	18,054	12,553	9,416	857	3,126	1,639	136,009		
377,500		0.00	1.37	22.01	4.78	3.33	2.49	0.23	0.83	0.43	36.03		
Mark-27		17,670	6,102	34,561	1,951	4,003	8,721	1,819	882	483	76,191		
186,892		9.45	3.26	18.49	1.04	2.14	4.67	0.97	0.47	0.26	40.77		
		19,541	6,351	40,090	4,009	6,759	7,917	1,279	1,138	476	87,560		
206,552		9.46	3.07	19.41	1.94	3.27	3.83	0.62	0.55	0.23	42.39		
Brandon-21		4,844	0	9,567	1,144	0	0	1,326	0	0	16,881		
39,379		12.30	0.00	24.29	2.90	0.00	0.00	3.37	0.00	0.00	42.87		
		3,000	3,976	9,881	2,536	1,692	1,711	1,738	0	23	26,208		
35,497		8.45	11.20	27.84	7.14	4.77	4.82	4.90	0.00	0.06	73.83		
Rachel-97		0	472	19,491	0	1,746	3,337	1,045	539	0	29,243		
67,248		0.00	0.70	28.98	0.00	2.60	4.96	1.55	0.80	0.00	43.49		
		0	467	22,211	0	2,324	3,148	1,854	340	0	33,344		
67,878		0.00	0.69	32.72	0.00	3.42	4.64	2.73	0.50	0.00	49.12		
BOC Honda		23,116	6,716	58,971	5,277	14,659	12,918	1,729	1,174	0	127,020		
279,792		8.22	2.47	20.78	1.77	5.19	4.75	0.63	0.40	0.00	45.11		

Page 35		Service Personnel Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors A Per Month B % Dept Gross	Salespl Sal +Cleric Comp A Per Month B % Dept Gross	Compensation Other A Per Month B % Dept Gross	Leave, Vacation Sick & Holiday A Per Month B % Dept Gross	Employe Benfits +Demo Exp A Per Month B % Dept Gross	Payroll Taxes A Per Month B % Dept Gross	Training Expense A Per Month B % Dept Gross	Uniforms & Laundry A Per Month B % Dept Gross	Workrs Comp + Pensions A Per Month B % Dept Gross	Total Service Personnel Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
		23,637	6,736	57,665	4,254	14,610	11,953	1,727	1,208	0	124,234		
288,104		8.20	2.34	20.02	1.48	5.07	4.15	0.60	0.42	0.00	43.12		
BOC M-B		24,378	36,296	30,239	5,635	0	14,983	3,805	1,225	16,306	132,867		
293,827		8.30	12.35	10.29	1.92	0.00	5.10	1.30	0.42	5.55	45.22		
		23,890	36,354	30,678	4,824	0	12,824	3,852	1,060	15,079	128,562		
307,783		7.76	11.81	9.97	1.57	0.00	4.17	1.25	0.34	4.90	41.77		
Geoff-39		14,926	1,403	73,924	4,661	1,220	14,098	2,161	56	0	113,281		
247,093		6.04	0.57	29.92	1.89	0.49	5.71	0.87	0.02	0.00	45.85		
		14,115	1,262	66,673	5,319	977	10,971	627	31	0	100,809		
257,954		5.47	0.49	25.85	2.06	0.38	4.25	0.24	0.01	0.00	39.08		
BOC Mazda		11,476	2,123	22,486	1,846	3,597	6,324	1,103	639	1,707	54,035		
117,342		9.73	1.81	19.46	1.58	3.02	5.45	0.94	0.56	1.45	46.42		
		11,430	2,300	21,055	1,332	3,754	5,180	1,846	595	1,775	51,720		
112,459		10.16	2.04	18.72	1.18	3.34	4.61	1.64	0.53	1.58	45.99		
BOC Acura		12,821	7,427	47,683	2,744	9,880	9,728	1,992	811	0	94,088		
201,395		6.37	3.69	23.68	1.36	4.91	4.83	0.99	0.40	0.00	46.72		
		13,677	7,567	45,768	1,512	7,822	8,484	1,787	779	0	88,395		
217,591		6.29	3.48	21.03	0.69	3.59	3.90	0.82	0.36	0.00	40.62		
Natasha-98		19,371	6,665	90,181	14,233	3,251	7,589	5,729	0	0	149,118		
315,200		6.15	2.11	28.61	4.52	1.03	2.41	1.82	0.00	0.00	47.31		
		18,859	7,293	100,440	15,536	2,992	3,480	11,382	0	0	162,084		
313,549		6.01	2.33	32.03	4.95	0.95	1.11	3.63	0.00	0.00	51.69		
BOC VW		19,523	5,945	37,347	5,048	5,038	11,825	3,802	1,050	1,480	94,041		
192,095		10.16	3.09	19.44	2.63	2.62	6.16	1.98	0.55	0.77	48.96		
		19,533	5,981	37,166	5,020	5,013	10,769	4,028	1,004	1,129	92,558		
191,398		10.21	3.12	19.42	2.62	2.62	5.63	2.10	0.52	0.59	48.36		
BOC GM 2		7,930	2,517	14,859	1,844	3,638	4,533	1,481	0	589	39,558		
77,629		10.22	3.24	19.14	2.38	4.69	5.84	1.91	0.00	0.76	50.96		
		7,988	2,535	14,054	1,432	3,548	4,042	1,490	0	590	37,883		
79,857		10.00	3.17	17.60	1.79	4.44	5.06	1.87	0.00	0.74	47.44		
Sean-15		30,290	38,113	58,053	10,269	0	22,483	6,198	1,327	15,661	182,394		
357,866		8.46	10.65	16.22	2.87	0.00	6.28	1.73	0.37	4.38	50.97		
		38,869	36,862	58,112	9,609	0	23,587	2,845	1,692	21,943	193,519		
358,621		10.84	10.28	16.20	2.68	0.00	6.58	0.79	0.47	6.12	53.96		
BOC Ford 2		10,353	2,698	16,952	1,984	3,409	4,049	1,531	0	376	43,069		
82,649		12.53	3.26	20.51	2.40	4.13	4.90	1.85	0.00	0.45	52.11		
		10,069	2,724	16,712	979	3,499	3,522	1,563	0	361	41,018		
85,296		11.81	3.19	19.59	1.15	4.10	4.13	1.83	0.00	0.42	48.09		
Bradley-38		15,586	4,838	47,698	9,104	21,957	10,486	1,613	295	0	111,576		
213,009		7.32	2.27	22.39	4.27	10.31	4.92	0.76	0.14	0.00	52.38		
		14,729	4,360	41,397	9,030	20,858	9,112	638	219	0	100,343		
208,499		7.06	2.09	19.85	4.33	10.00	4.37	0.31	0.11	0.00	48.13		
Mary-37		20,191	6,532	27,285	6,998	1,732	8,151	2,892	0	1,085	75,647		
144,235		14.00	4.53	18.92	4.85	1.20	5.65	2.01	0.00	0.75	52.45		
		24,325	6,205	26,181	7,272	1,857	4,483	3,130	0	864	74,949		
165,351		14.71	3.75	15.83	4.40	1.12	2.71	1.89	0.00	0.52	45.33		

Page 35 Service Personnel Expense Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors	Salesppl Sal +Cleric Comp	Compensation Other	Leave, Vacation Sick & Holiday	Employee Benefits +Demo Exp	Payroll Taxes	Training Expense	Uniforms & Laundry	Workrs Comp + Pensions	Total Service Personnel Exp		
Total Service Gross / Month		A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross					
1	2	3	4	5	6	7	8	9	10	11	12		
Nate-43		8,996	6,432	59,311	4,094	5,461	6,526	4,118	0	0	95,444		
180,058		5.00	3.57	32.94	2.27	3.03	3.62	2.29	0.00	0.00	53.01		
		10,305	7,305	62,546	4,100	5,221	5,882	4,001	0	0	99,555		
178,761		5.76	4.09	34.99	2.29	2.92	3.29	2.24	0.00	0.00	55.69		
Adrian-31		9,729	8,933	59,800	7,546	27,356	16,739	910	708	0	149,339		
277,813		3.50	3.22	21.53	2.72	9.85	6.03	0.33	0.25	0.00	53.76		
		12,855	8,812	48,755	9,212	24,243	12,427	1,248	770	0	135,940		
249,905		5.14	3.53	19.51	3.69	9.70	4.97	0.50	0.31	0.00	54.40		
Pete-06		3,775	1,902	5,161	1,159	2,650	2,481	1,629	0	0	20,121		
37,046		10.19	5.13	13.93	3.13	7.15	6.70	4.40	0.00	0.00	54.31		
		3,383	1,776	4,625	1,159	3,086	1,922	1,854	0	0	19,066		
31,695		10.67	5.60	14.59	3.66	9.74	6.06	5.85	0.00	0.00	60.15		

Page 36 Service Semi Fixed Expense Analysis N322 November 2016											A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner A Per Month B % Dept Gross	Office Supplies & Stationary A Per Month B % Dept Gross	Small Tools & Other Supplies A Per Month B % Dept Gross	Equip - Repairs Mnt,Depr,Rentl A Per Month B % Dept Gross	Bad Debts + Debts Recoverd A Per Month B % Dept Gross	Data Processing A Per Month B % Dept Gross	Credit Co Service Fees A Per Month B % Dept Gross	Travel, Lodging Meals & Ent. A Per Month B % Dept Gross	Membership, Dues & Pubs A Per Month B % Dept Gross	Postage & Freight A Per Month B % Dept Gross	Total Service Semi Fixed Exp A Per Month B % Dept Gross	
1	2	3	4	5	6	7	8	9	10	11	12	
Brandon-21	152	0	117	302	0	0	0	0	0	46	618	
39,379	0.39	0.00	0.30	0.77	0.00	0.00	0.00	0.00	0.00	0.12	1.57	
	30	33	81	929	0	1,489	0	7	0	85	4,726	
35,497	0.08	0.09	0.23	2.62	0.00	4.19	0.00	0.02	0.00	0.24	13.31	
Graydon-22	1,115	0	632	194	0	0	0	0	0	0	1,941	
49,334	2.26	0.00	1.28	0.39	0.00	0.00	0.00	0.00	0.00	0.00	3.93	
	26	72	162	315	210	908	0	212	0	0	5,168	
45,580	0.06	0.16	0.36	0.69	0.46	1.99	0.00	0.47	0.00	0.00	11.34	
Seth-45	3,033	564	(4,488)	2,830	0	2,984	0	0	0	182	8,404	
161,094	1.88	0.35	(2.79)	1.76	0.00	1.85	0.00	0.00	0.00	0.11	5.22	
	4,827	331	(5,271)	1,839	0	2,818	0	0	0	203	8,999	
152,562	3.16	0.22	(3.45)	1.21	0.00	1.85	0.00	0.00	0.00	0.13	5.90	
Nate-43	859	704	(3,112)	5,959	0	2,524	0	0	0	2	10,719	
180,058	0.48	0.39	(1.73)	3.31	0.00	1.40	0.00	0.00	0.00	0.00	5.95	
	98	1,331	(4,089)	5,250	0	3,273	0	0	0	0	9,965	
178,761	0.05	0.74	(2.29)	2.94	0.00	1.83	0.00	0.00	0.00	0.00	5.57	
Natasha-98	4,590	864	(7,506)	10,779	25	4,705	0	1,756	0	19	25,252	
315,200	1.46	0.27	(2.38)	3.42	0.01	1.49	0.00	0.56	0.00	0.01	8.01	
	3,872	828	(6,239)	12,317	0	6,918	0	2,103	0	0	29,019	
313,549	1.23	0.26	(1.99)	3.93	0.00	2.21	0.00	0.67	0.00	0.00	9.26	
BOC Toyota	1,013	1,116	(2,948)	3,041	0	4,237	0	1,025	347	338	22,317	
264,000	0.38	0.42	(1.10)	1.16	0.00	1.60	0.00	0.39	0.13	0.13	8.48	
	1,166	1,451	(2,961)	3,226	0	4,163	0	1,219	326	303	23,075	
278,449	0.42	0.52	(1.06)	1.16	0.00	1.49	0.00	0.44	0.12	0.11	8.29	
BOC Honda	1,660	1,316	(3,298)	3,587	(0)	5,016	0	525	316	286	24,309	
279,792	0.57	0.47	(1.13)	1.26	0.00	1.80	0.00	0.17	0.11	0.10	8.69	
	1,797	1,704	(2,993)	2,484	0	5,392	0	456	242	285	25,764	
288,104	0.62	0.59	(1.04)	0.86	0.00	1.87	0.00	0.16	0.08	0.10	8.94	
Geoff-39	13,956	398	1,448	1,653	0	3,213	0	1,154	339	7	23,609	
247,093	5.65	0.16	0.59	0.67	0.00	1.30	0.00	0.47	0.14	0.00	9.55	
	22,765	143	3,873	293	0	2,245	0	1,166	36	0	31,658	
257,954	8.83	0.06	1.50	0.11	0.00	0.87	0.00	0.45	0.01	0.00	12.27	
Larry-33	2,631	496	1,821	2,746	110	1,130	0	102	0	18	12,722	
130,126	2.02	0.38	1.40	2.11	0.08	0.87	0.00	0.08	0.00	0.01	9.78	
	2,587	328	214	1,707	165	2,016	0	0	0	0	14,322	
165,850	1.56	0.20	0.13	1.03	0.10	1.22	0.00	0.00	0.00	0.00	8.64	
Matt-30	4,734	899	4,425	6,707	0	3,134	0	0	0	0	28,518	
286,253	1.65	0.31	1.55	2.34	0.00	1.09	0.00	0.00	0.00	0.00	9.96	
	10,801	1,363	6,146	7,181	0	3,578	0	241	0	0	37,946	
268,828	4.02	0.51	2.29	2.67	0.00	1.33	0.00	0.09	0.00	0.00	14.12	
Ray-44	2,168	303	(971)	3,124	0	1,887	0	0	0	0	8,901	
82,811	2.62	0.37	(1.17)	3.77	0.00	2.28	0.00	0.00	0.00	0.00	10.75	
	3,698	223	(2,242)	3,297	0	1,843	0	0	0	0	9,486	
77,150	4.79	0.29	(2.91)	4.27	0.00	2.39	0.00	0.00	0.00	0.00	12.30	
Sean-35	1,408	338	2,315	4,311	165	1,066	0	0	0	0	14,276	
132,036	1.07	0.26	1.75	3.27	0.12	0.81	0.00	0.00	0.00	0.00	10.81	

Page 36		Service Semi Fixed Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner A Per Month B % Dept Gross	Office Supplies & Stationary A Per Month B % Dept Gross	Small Tools & Other Supplies A Per Month B % Dept Gross	Equip - Repairs Mnt,Depr,Rentl A Per Month B % Dept Gross	Bad Debts + Debts Recoverd A Per Month B % Dept Gross	Data Processing A Per Month B % Dept Gross	Credit Co Service Fees A Per Month B % Dept Gross	Travel, Lodging Meals & Ent. A Per Month B % Dept Gross	Membership, Dues & Pubs A Per Month B % Dept Gross	Postage & Freight A Per Month B % Dept Gross	Total Service Semi Fixed Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
	1,520	156	2,899	5,556	165	1,321	0	0	0	0	16,377		
170,819	0.89	0.09	1.70	3.25	0.10	0.77	0.00	0.00	0.00	0.00	9.59		
BOC Acura	1,117	725	(5,037)	2,719	32	3,657	0	666	304	269	23,290		
201,395	0.55	0.36	(2.50)	1.35	0.02	1.82	0.00	0.33	0.15	0.13	11.56		
	1,231	758	(6,357)	1,598	116	3,784	0	753	217	480	21,952		
217,591	0.57	0.35	(2.92)	0.73	0.05	1.74	0.00	0.35	0.10	0.22	10.09		
BOC Kia	311	531	(1,550)	4,248	0	3,582	0	408	386	205	16,116		
139,178	0.22	0.38	(1.11)	3.05	0.00	2.57	0.00	0.29	0.28	0.15	11.58		
	318	472	(1,664)	3,922	0	4,120	0	472	391	244	16,760		
142,314	0.22	0.33	(1.17)	2.76	0.00	2.90	0.00	0.33	0.27	0.17	11.78		
Adrian-31	2,318	773	(4,545)	8,390	(809)	5,508	0	1,011	115	849	32,297		
277,813	0.83	0.28	(1.64)	3.02	(0.29)	1.98	0.00	0.36	0.04	0.31	11.63		
	529	685	(4,037)	7,188	2,245	5,178	0	686	82	738	31,513		
249,905	0.21	0.27	(1.62)	2.88	0.90	2.07	0.00	0.27	0.03	0.30	12.61		
Brock-07	6,538	1,126	(988)	712	0	3,507	0	663	194	290	18,466		
139,546	4.68	0.81	(0.71)	0.51	0.00	2.51	0.00	0.47	0.14	0.21	13.23		
	9,901	1,690	710	1,610	0	3,208	0	260	178	21	26,061		
166,233	5.96	1.02	0.43	0.97	0.00	1.93	0.00	0.16	0.11	0.01	15.68		
Mary-37	1,364	1,005	1,088	4,297	0	3,586	0	366	0	0	19,148		
144,235	0.95	0.70	0.75	2.98	0.00	2.49	0.00	0.25	0.00	0.00	13.28		
	1,356	502	1,067	5,881	0	3,104	0	332	0	0	18,419		
165,351	0.82	0.30	0.65	3.56	0.00	1.88	0.00	0.20	0.00	0.00	11.14		
Bradley-38	1,530	920	4,711	0	0	4,871	0	0	37	157	29,115		
213,009	0.72	0.43	2.21	0.00	0.00	2.29	0.00	0.00	0.02	0.07	13.67		
	2,692	1,019	3,960	0	0	4,965	0	0	141	140	33,379		
208,499	1.29	0.49	1.90	0.00	0.00	2.38	0.00	0.00	0.07	0.07	16.01		
BOC Jag/LR	7,114	438	(2,765)	2,635	69	4,747	0	938	427	251	24,560		
178,356	3.99	0.25	(1.55)	1.48	0.04	2.66	0.00	0.53	0.24	0.14	13.77		
	3,539	393	(5,194)	3,130	11	4,522	0	1,061	364	275	19,010		
187,911	1.88	0.21	(2.76)	1.67	0.01	2.41	0.00	0.56	0.19	0.15	10.12		
BOC VW	6,323	836	1,930	3,745	4	5,768	0	501	617	260	26,747		
192,095	3.29	0.44	1.00	1.95	0.00	3.00	0.00	0.26	0.32	0.14	13.92		
	6,148	806	1,746	3,446	(1)	5,089	0	508	552	362	25,770		
191,398	3.21	0.42	0.91	1.80	0.00	2.66	0.00	0.27	0.29	0.19	13.46		
BOC Ford 2	599	422	2,086	2,269	244	1,879	0	176	0	54	11,637		
82,649	0.72	0.51	2.52	2.75	0.30	2.27	0.00	0.21	0.00	0.07	14.08		
	689	606	1,665	3,309	335	1,742	0	118	0	79	12,382		
85,296	0.81	0.71	1.95	3.88	0.39	2.04	0.00	0.14	0.00	0.09	14.52		
Austin-08	0	407	2,508	0	0	3,717	0	751	24	453	36,376		
253,768	0.00	0.16	0.99	0.00	0.00	1.46	0.00	0.30	0.01	0.18	14.33		
	0	534	7,545	0	0	4,220	0	1,020	0	112	46,883		
242,159	0.00	0.22	3.12	0.00	0.00	1.74	0.00	0.42	0.00	0.05	19.36		
BOC Mazda	1,540	711	940	861	0	2,958	0	345	164	73	16,766		
117,342	1.33	0.62	0.81	0.72	0.00	2.58	0.00	0.30	0.14	0.07	14.40		
	1,401	620	1,182	690	0	2,972	0	260	145	71	16,540		
112,459	1.25	0.55	1.05	0.61	0.00	2.64	0.00	0.23	0.13	0.06	14.71		

Page 36		Service Semi Fixed Expense Analysis									N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner A Per Month B % Dept Gross	Office Supplies & Stationary A Per Month B % Dept Gross	Small Tools & Other Supplies A Per Month B % Dept Gross	Equip - Repairs Mnt,Depr,Rentl A Per Month B % Dept Gross	Bad Debts + Debts Recoverd A Per Month B % Dept Gross	Data Processing A Per Month B % Dept Gross	Credit Co Service Fees A Per Month B % Dept Gross	Travel, Lodging Meals & Ent. A Per Month B % Dept Gross	Membership, Dues & Pubs A Per Month B % Dept Gross	Postage & Freight A Per Month B % Dept Gross	Total Service Semi Fixed Exp A Per Month B % Dept Gross			
1	2	3	4	5	6	7	8	9	10	11	12			
Lisa-36	63	662	(87)	294	0	584	0	715	688	0	7,485			
51,972	0.12	1.27	(0.17)	0.56	0.00	1.12	0.00	1.38	1.32	0.00	14.40			
	49	640	(982)	0	0	734	0	525	1,600	0	5,036			
50,092	0.10	1.28	(1.96)	0.00	0.00	1.47	0.00	1.05	3.19	0.00	10.05			
Kevin-40	615	715	5,187	2,642	0	1,311	0	0	0	38	20,365			
140,581	0.44	0.51	3.69	1.88	0.00	0.93	0.00	0.00	0.00	0.03	14.49			
	725	1,613	5,007	2,607	0	1,640	0	0	0	164	27,138			
137,003	0.53	1.18	3.65	1.90	0.00	1.20	0.00	0.00	0.00	0.12	19.81			
Lindsay-09	0	1,230	9,962	6,884	0	3,492	0	2,295	342	408	53,397			
367,210	0.00	0.34	2.71	1.87	0.00	0.95	0.00	0.63	0.09	0.11	14.54			
	0	1,894	4,002	12,008	0	2,728	0	1,879	441	447	56,255			
377,500	0.00	0.50	1.06	3.18	0.00	0.72	0.00	0.50	0.12	0.12	14.90			

Page 37 Service Semi-Fixed Expense Continued & Fixed Expenses										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Accounting	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Total Service Semi Fixed Exp	Rent & Equivalent	Utilities	Service Fixed Expense		
Total Service Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross								
1	2	3	4	5	6	7	8	9	10	11	12		
Brandon-21	0	0	0	0	0	0	0	618	0	0	0		
39,379	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.57	0.00	0.00	0.00		
	0	827	518	0	0	0	723	4,726	5,719	701	6,421		
35,497	0.00	2.33	1.46	0.00	0.00	0.00	2.04	13.31	16.11	1.97	18.09		
Graydon-22	0	0	0	0	0	0	0	1,941	0	0	0		
49,334	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.93	0.00	0.00	0.00		
	0	1,874	1,029	0	0	0	356	5,168	2,338	1,192	3,531		
45,580	0.00	4.11	2.26	0.00	0.00	0.00	0.78	11.34	5.13	2.62	7.75		
Seth-45	214	1,266	1,075	0	0	0	744	8,404	14,069	1,726	15,795		
161,094	0.13	0.79	0.67	0.00	0.00	0.00	0.46	5.22	8.73	1.07	9.80		
	160	1,625	1,692	0	0	0	775	8,999	14,072	1,196	15,268		
152,562	0.10	1.07	1.11	0.00	0.00	0.00	0.51	5.90	9.22	0.78	10.01		
Nate-43	155	1,836	933	0	0	0	860	10,719	19,398	2,319	21,718		
180,058	0.09	1.02	0.52	0.00	0.00	0.00	0.48	5.95	10.77	1.29	12.06		
	73	2,102	950	0	0	0	977	9,965	19,662	1,683	21,345		
178,761	0.04	1.18	0.53	0.00	0.00	0.00	0.55	5.57	11.00	0.94	11.94		
Natasha-98	489	3,189	1,419	0	0	0	4,922	25,252	46,626	3,382	50,008		
315,200	0.16	1.01	0.45	0.00	0.00	0.00	1.56	8.01	14.79	1.07	15.87		
	410	4,891	1,009	0	0	0	2,904	29,019	47,707	2,886	50,594		
313,549	0.13	1.56	0.32	0.00	0.00	0.00	0.93	9.26	15.22	0.92	16.14		
BOC Toyota	274	692	806	0	6,900	0	5,477	22,317	23,934	2,838	26,772		
264,000	0.10	0.26	0.31	0.00	2.63	0.00	2.08	8.48	9.06	1.08	10.13		
	146	505	917	0	7,065	0	5,547	23,075	24,109	2,597	26,706		
278,449	0.05	0.18	0.33	0.00	2.54	0.00	1.99	8.29	8.66	0.93	9.59		
BOC Honda	266	2,513	819	0	7,652	0	3,651	24,309	20,689	2,747	23,436		
279,792	0.08	0.92	0.29	0.00	2.80	0.00	1.26	8.69	7.35	0.98	8.33		
	332	3,177	794	0	7,670	0	4,426	25,764	21,721	2,664	24,385		
288,104	0.12	1.10	0.28	0.00	2.66	0.00	1.54	8.94	7.54	0.92	8.46		
Geoff-39	42	266	55	0	579	0	500	23,609	4,236	317	4,553		
247,093	0.02	0.11	0.02	0.00	0.23	0.00	0.20	9.55	1.71	0.13	1.84		
	0	0	55	0	651	0	431	31,658	4,321	268	4,589		
257,954	0.00	0.00	0.02	0.00	0.25	0.00	0.17	12.27	1.68	0.10	1.78		
Larry-33	25	997	318	0	0	0	2,328	12,722	11,371	2,200	13,571		
130,126	0.02	0.77	0.24	0.00	0.00	0.00	1.79	9.78	8.74	1.69	10.43		
	235	2,574	447	0	0	0	4,045	14,322	16,502	3,300	19,802		
165,850	0.14	1.55	0.27	0.00	0.00	0.00	2.44	8.64	9.95	1.99	11.94		
Matt-30	113	6,336	980	0	0	0	1,190	28,518	27,206	2,930	30,136		
286,253	0.04	2.21	0.34	0.00	0.00	0.00	0.42	9.96	9.50	1.02	10.53		
	11	5,504	1,270	0	0	0	1,847	37,946	27,941	3,442	31,383		
268,828	0.00	2.05	0.47	0.00	0.00	0.00	0.69	14.12	10.39	1.28	11.67		
Ray-44	63	1,399	575	0	0	0	354	8,901	8,983	1,930	10,913		
82,811	0.08	1.69	0.69	0.00	0.00	0.00	0.43	10.75	10.85	2.33	13.18		
	79	1,600	522	0	0	0	466	9,486	9,025	1,081	10,106		
77,150	0.10	2.07	0.68	0.00	0.00	0.00	0.60	12.30	11.70	1.40	13.10		
Sean-35	24	832	381	0	0	0	3,435	14,276	16,507	2,685	19,192		
132,036	0.02	0.63	0.29	0.00	0.00	0.00	2.60	10.81	12.50	2.03	14.54		

Page 37		Service Semi-Fixed Expense Continued & Fixed Expenses								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Accounting	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Total Service Semi Fixed Exp	Rent & Equivalent	Utilities	Service Fixed Expense		
Total Service Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
	235	945	432	0	0	0	3,144	16,377	17,685	2,805	20,490		
170,819	0.14	0.55	0.25	0.00	0.00	0.00	1.84	9.59	10.35	1.64	12.00		
BOC Acura	61	403	1,032	0	14,437	0	2,906	23,290	15,393	2,652	18,045		
201,395	0.03	0.20	0.51	0.00	7.17	0.00	1.44	11.56	7.64	1.32	8.96		
	272	434	1,065	0	15,112	0	2,491	21,952	15,925	3,010	18,935		
217,591	0.13	0.20	0.49	0.00	6.95	0.00	1.14	10.09	7.32	1.38	8.70		
BOC Kia	200	817	400	0	4,058	0	2,520	16,116	8,592	1,653	10,080		
139,178	0.14	0.59	0.29	0.00	2.92	0.00	1.81	11.58	6.17	1.19	7.24		
	321	970	411	0	4,459	0	2,322	16,760	9,477	1,645	10,904		
142,314	0.23	0.68	0.29	0.00	3.13	0.00	1.63	11.78	6.66	1.16	7.66		
Adrian-31	120	0	1,180	0	13,871	0	3,516	32,297	20,569	2,820	23,389		
277,813	0.04	0.00	0.42	0.00	4.99	0.00	1.27	11.63	7.40	1.02	8.42		
	0	0	1,157	0	13,527	0	3,535	31,513	20,624	2,792	23,416		
249,905	0.00	0.00	0.46	0.00	5.41	0.00	1.41	12.61	8.25	1.12	9.37		
Brock-07	794	157	1,211	0	1,148	0	3,113	18,466	16,204	651	16,855		
139,546	0.57	0.11	0.87	0.00	0.82	0.00	2.23	13.23	11.61	0.47	12.08		
	3,050	125	1,872	0	712	0	2,724	26,061	16,679	727	17,406		
166,233	1.83	0.08	1.13	0.00	0.43	0.00	1.64	15.68	10.03	0.44	10.47		
Mary-37	59	4,248	737	0	0	0	2,398	19,148	9,031	1,500	10,531		
144,235	0.04	2.95	0.51	0.00	0.00	0.00	1.66	13.28	6.26	1.04	7.30		
	0	3,479	479	0	0	0	2,215	18,419	7,320	1,230	8,551		
165,351	0.00	2.10	0.29	0.00	0.00	0.00	1.34	11.14	4.43	0.74	5.17		
Bradley-38	0	26	1,279	0	12,353	0	3,230	29,115	15,505	2,310	17,815		
213,009	0.00	0.01	0.60	0.00	5.80	0.00	1.52	13.67	7.28	1.08	8.36		
	0	82	1,468	0	15,789	0	3,123	33,379	15,285	1,771	17,056		
208,499	0.00	0.04	0.70	0.00	7.57	0.00	1.50	16.01	7.33	0.85	8.18		
BOC Jag/LR	31	299	673	0	4,973	2,383	2,348	24,560	16,561	1,802	18,362		
178,356	0.02	0.17	0.38	0.00	2.79	1.34	1.32	13.77	9.29	1.01	10.30		
	16	330	589	0	5,745	2,347	1,882	19,010	15,223	1,466	16,689		
187,911	0.01	0.18	0.31	0.00	3.06	1.25	1.00	10.12	8.10	0.78	8.88		
BOC VW	121	1,437	480	126	0	0	4,600	26,747	18,672	1,985	20,657		
192,095	0.06	0.75	0.25	0.07	0.00	0.00	2.39	13.92	9.72	1.03	10.75		
	115	1,402	502	101	0	0	4,994	25,770	18,748	1,876	20,624		
191,398	0.06	0.73	0.26	0.05	0.00	0.00	2.61	13.46	9.80	0.98	10.78		
BOC Ford 2	200	1,306	330	0	0	0	2,071	11,637	7,780	1,099	8,878		
82,649	0.24	1.58	0.40	0.00	0.00	0.00	2.51	14.08	9.41	1.33	10.74		
	182	1,223	289	0	0	0	2,145	12,382	6,065	1,006	7,072		
85,296	0.21	1.43	0.34	0.00	0.00	0.00	2.52	14.52	7.11	1.18	8.29		
Austin-08	283	2,242	1,543	0	12,637	0	11,811	36,376	21,019	2,028	23,047		
253,768	0.11	0.88	0.61	0.00	4.98	0.00	4.65	14.33	8.28	0.80	9.08		
	453	2,327	1,577	0	15,441	0	13,651	46,883	21,007	2,440	23,447		
242,159	0.19	0.96	0.65	0.00	6.38	0.00	5.64	19.36	8.67	1.01	9.68		
BOC Mazda	215	288	378	0	5,081	0	3,212	16,766	11,108	1,074	12,181		
117,342	0.19	0.25	0.32	0.00	4.27	0.00	2.80	14.40	9.35	0.91	10.26		
	80	340	355	0	5,086	0	3,339	16,540	11,882	938	12,820		
112,459	0.07	0.30	0.32	0.00	4.52	0.00	2.97	14.71	10.57	0.83	11.40		

Page 37 Service Semi-Fixed Expense Continued & Fixed Expenses										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Accounting	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Total Service Semi Fixed Exp	Rent & Equivalent	Utilities	Service Fixed Expense		
Total Service Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross						
1	2	3	4	5	6	7	8	9	10	11	12		
Lisa-36	154	301	247	0	2,160	0	1,706	7,485	4,000	1,217	5,217		
51,972	0.30	0.58	0.48	0.00	4.16	0.00	3.28	14.40	7.70	2.34	10.04		
	415	0	221	0	972	0	862	5,036	4,000	1,203	5,203		
50,092	0.83	0.00	0.44	0.00	1.94	0.00	1.72	10.05	7.99	2.40	10.39		
Kevin-40	0	5,255	409	0	0	0	4,193	20,365	19,082	1,644	20,725		
140,581	0.00	3.74	0.29	0.00	0.00	0.00	2.98	14.49	13.57	1.17	14.74		
	0	8,740	535	0	0	0	6,104	27,138	28,231	2,101	30,333		
137,003	0.00	6.38	0.39	0.00	0.00	0.00	4.46	19.81	20.61	1.53	22.14		
Lindsay-09	1,985	346	419	0	13,819	0	12,212	53,397	21,748	2,578	24,325		
367,210	0.54	0.09	0.11	0.00	3.76	0.00	3.33	14.54	5.92	0.70	6.62		
	707	26	488	0	12,533	0	19,096	56,255	25,732	2,402	28,134		
377,500	0.19	0.01	0.13	0.00	3.32	0.00	5.06	14.90	6.82	0.64	7.45		

Page 38 Parts and Accessories Department Profit Center										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	P&A Dept Sales Per Month	P&A Dept Gross A Per Month B Gross%Sales	Variable Exp Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total P&A Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Handling Charge B Breakeven Gross % Sales	A Sales B Gross Per P&A Employee	A Expense B Oper Profit Per P&A Employee		
1	2	3	4	5	6	7	8	9	10	11	12		
Brandon-21 2.0	67,175 68,315	23,412 34.85 22,192 32.48	334 1.43 498 2.24	6,527 27.88 9,776 44.05	705 3.01 3,211 14.47	0 0.00 2,724 12.27	7,566 32.32 16,210 73.04	15,846 67.68 5,982 26.96	0.17 11.26 0.35 23.73	33,588 11,706 34,158 11,096	3,783 7,923 8,105 2,991		
Geoff-39 9.0	391,022 490,745	121,293 31.02 143,321 29.20	538 0.44 362 0.25	40,584 33.46 38,250 26.69	5,575 4.60 5,389 3.76	4,552 3.75 4,589 3.20	51,249 42.25 48,590 33.90	70,044 57.75 94,731 66.10	0.19 13.11 0.14 9.90	43,447 13,477 54,527 15,925	5,694 7,783 5,399 10,526		
Ray-44 3.7	239,841 237,365	77,123 32.16 77,277 32.56	1,265 1.64 1,000 1.29	20,692 26.83 19,868 25.71	7,405 9.60 7,600 9.83	7,152 9.27 6,738 8.72	36,514 47.34 35,206 45.56	40,609 52.66 42,071 54.44	0.22 15.22 0.22 14.83	64,822 20,844 64,153 20,886	9,869 10,975 9,515 11,371		
BOC GM 2 4.3	183,848 186,482	63,792 34.70 66,756 35.80	1,096 1.72 1,038 1.55	18,792 29.46 18,423 27.60	5,412 8.48 5,556 8.32	4,190 6.57 4,312 6.46	30,311 47.52 30,186 45.22	33,480 52.48 36,570 54.78	0.25 16.49 0.25 16.19	42,308 14,680 42,914 15,362	6,975 7,705 6,946 8,416		
Brock-07 3.8	261,459 360,332	82,704 31.63 103,173 28.63	809 0.98 972 0.94	24,635 29.79 32,037 31.05	6,951 8.40 8,669 8.40	9,573 11.57 10,244 9.93	41,968 50.74 51,922 50.33	40,736 49.26 51,251 49.67	0.23 16.05 0.20 14.41	68,805 21,764 94,824 27,151	11,044 10,720 13,664 13,487		
BOC Toyota 6.6	396,690 422,978	137,706 34.71 143,507 33.93	23,196 16.84 23,041 16.06	23,799 17.28 23,094 16.09	13,560 9.85 13,473 9.39	12,531 9.10 12,842 8.95	70,204 50.98 69,704 48.57	67,502 49.02 73,803 51.43	0.27 17.70 0.25 16.48	60,022 20,836 63,999 21,714	10,622 10,213 10,547 11,167		
Graydon-22 5.7	141,973 146,502	42,406 29.87 42,978 29.34	1,709 4.03 1,111 2.59	19,456 45.88 23,295 54.20	581 1.37 5,240 12.19	0 0.00 2,354 5.48	21,745 51.28 32,001 74.46	20,660 48.72 10,977 25.54	0.22 15.32 0.31 21.84	24,908 7,440 25,702 7,540	3,815 3,625 5,614 1,926		
BOC Honda 8.2	409,479 425,269	150,288 36.73 159,520 37.51	3,831 2.57 3,757 2.35	45,585 30.30 45,578 28.57	16,308 10.86 16,749 10.50	12,250 8.15 12,205 7.65	77,973 51.89 78,288 49.08	72,315 48.11 81,231 50.92	0.30 19.06 0.29 18.41	50,016 18,357 51,945 19,485	9,524 8,833 9,563 9,922		
BOC Mazda 3.6	177,268 186,895	59,455 33.54 62,820 33.61	1,395 2.35 1,243 1.98	18,853 31.71 20,025 31.88	5,942 9.99 5,875 9.35	5,038 8.47 5,261 8.37	31,228 52.52 32,403 51.58	28,227 47.48 30,417 48.42	0.27 17.62 0.26 17.34	49,744 16,684 52,445 17,628	8,763 7,921 9,093 8,535		
Seth-45 9.1	394,808 410,901	123,683 31.33 130,359 31.73	642 0.52 1,038 0.80	44,269 35.79 47,403 36.36	8,120 6.56 9,342 7.17	12,522 10.12 12,145 9.32	65,553 53.00 69,928 53.64	58,130 47.00 60,431 46.36	0.24 16.60 0.25 17.02	43,385 13,592 45,154 14,325	7,204 6,388 7,684 6,641		
BOC Jag/LR 8.4	628,591 654,771	217,346 34.58 217,253 33.18	8,789 4.04 10,026 4.61	65,481 30.13 58,677 27.01	28,069 12.91 27,026 12.44	14,543 6.69 14,509 6.68	116,882 53.78 110,237 50.74	100,464 46.22 107,016 49.26	0.28 18.59 0.25 16.84	74,684 25,823 77,795 25,812	13,887 11,936 13,097 12,715		
Nate-43 10.8	524,936	148,695 28.33	1,678 1.13	50,228 33.78	12,053 8.11	17,328 11.65	81,287 54.67	67,408 45.33	0.22 15.49	48,605 13,768	7,527 6,241		

Page 38 Parts and Accessories Department Profit Center										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	P&A Dept Sales Per Month	P&A Dept Gross A Per Month B Gross%Sales	Variable Exp Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total P&A Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Handling Charge B Breakeven Gross % Sales	A Sales B Gross Per P&A Employee	A Expense B Oper Profit Per P&A Employee		
1	2	3	4	5	6	7	8	9	10	11	12		
	536,751	159,055 29.63	1,652 1.04	50,160 31.54	13,523 8.50	17,265 10.85	82,600 51.93	76,455 48.07	0.22 15.39	49,699 14,727	7,648 7,079		
Andrew-47 20.0	1,244,289	431,749 34.70	19,480 4.51	154,888 35.87	56,734 13.14	11,450 2.65	242,553 56.18	189,196 43.82	0.30 19.49	62,214 21,587	12,128 9,460		
	1,342,792	470,714 35.05	21,786 4.63	165,346 35.13	57,450 12.20	12,064 2.56	256,646 54.52	214,068 45.48	0.29 19.11	67,140 23,536	12,832 10,703		
BOC VW 6.4	321,531	93,444 29.06	2,328 2.49	32,203 34.46	10,307 11.03	9,314 9.97	54,152 57.95	39,292 42.05	0.24 16.84	50,555 14,693	8,514 6,178		
	330,390	102,947 31.16	2,206 2.14	32,928 31.99	10,198 9.91	9,646 9.37	54,978 53.40	47,969 46.60	0.24 16.64	51,948 16,187	8,644 7,542		
BOC M-B 9.1	560,942	194,023 34.59	3,822 1.97	60,962 31.42	32,004 16.50	17,110 8.82	112,748 58.11	81,275 41.89	0.31 20.10	61,642 21,321	12,390 8,931		
	566,473	197,380 34.84	4,630 2.35	54,759 27.74	33,081 16.76	16,469 8.34	107,701 54.57	89,680 45.43	0.29 19.01	62,250 21,690	11,835 9,855		
BOC Ford 2 4.2	192,234	63,395 32.98	2,185 3.45	23,624 37.27	5,947 9.38	5,215 8.23	36,869 58.16	26,526 41.84	0.29 19.18	46,119 15,209	8,845 6,364		
	202,920	67,962 33.49	2,043 3.01	22,398 32.96	5,266 7.75	4,391 6.46	34,000 50.03	33,962 49.97	0.25 16.76	48,683 16,305	8,157 8,148		
Ed-01 7.8	525,447	160,417 30.53	2,150 1.34	58,050 36.19	20,946 13.06	5,900 3.68	93,292 58.16	67,126 41.84	0.26 17.75	67,365 20,566	11,960 8,606		
	547,437	166,772 30.46	1,781 1.07	55,890 33.51	18,559 11.13	5,357 3.21	88,799 53.25	77,973 46.75	0.23 16.22	70,184 21,381	11,384 9,997		
Helder-16 11.3	734,765	214,625 29.21	6,852 3.19	43,349 20.20	50,046 23.32	26,123 12.17	125,770 58.60	88,855 41.40	0.24 17.12	65,023 18,993	11,130 7,863		
	677,138	182,463 26.95	10,969 6.01	44,291 24.27	44,200 24.22	22,803 12.50	121,574 66.63	60,889 33.37	0.25 17.95	59,924 16,147	10,759 5,388		
Austin-08 11.7	664,632	194,439 29.26	40,130 20.64	36,824 18.94	23,984 12.33	13,729 7.06	114,666 58.97	79,772 41.03	0.24 17.25	56,806 16,619	9,801 6,818		
	659,961	194,287 29.44	33,960 17.48	33,509 17.25	24,726 12.73	14,444 7.43	106,638 54.89	87,649 45.11	0.23 16.16	56,407 16,606	9,114 7,491		
BOC Acura 6.3	270,959	96,635 35.66	4,383 4.54	32,626 33.76	11,831 12.24	8,483 8.78	57,323 59.32	39,313 40.68	0.33 21.16	43,353 15,462	9,172 6,290		
	320,201	115,360 36.03	4,509 3.91	33,585 29.11	12,288 10.65	8,638 7.49	59,020 51.16	56,340 48.84	0.29 18.43	51,232 18,458	9,443 9,014		
Joseph-04 3.0	225,400	73,561 32.64	13,711 18.64	12,314 16.74	9,090 12.36	9,954 13.53	45,069 61.27	28,492 38.73	0.30 20.00	75,133 24,520	15,023 9,497		
	214,460	73,766 34.40	14,059 19.06	11,853 16.07	7,955 10.78	9,770 13.24	43,637 59.16	30,129 40.84	0.31 20.35	71,487 24,589	14,546 10,043		
Rory-11 4.7	141,054	52,011 36.87	1,151 2.21	18,251 35.09	4,439 8.54	8,510 16.36	32,351 62.20	19,660 37.80	0.36 22.94	30,011 11,066	6,883 4,183		
	235,367	73,538 31.24	1,269 1.73	22,425 30.49	4,047 5.50	9,698 13.19	37,439 50.91	36,099 49.09	0.23 15.91	50,078 15,646	7,966 7,681		
Mary-37 6.7	305,421	88,744 29.06	3,885 4.38	35,840 40.39	11,025 12.42	4,860 5.48	55,611 62.66	33,133 37.34	0.26 18.21	45,585 13,245	8,300 4,945		
	394,242	112,598 28.56	3,331 2.96	38,538 34.23	10,791 9.58	5,700 5.06	58,361 51.83	54,237 48.17	0.21 14.80	58,842 16,806	8,711 8,095		

Page 38 Parts and Accessories Department Profit Center N322 November 2016										A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code P&A Employees	P&A Dept Sales Per Month	P&A Dept Gross A Per Month B Gross%Sales	Variable Exp Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total P&A Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Handling Charge B Breakeven Gross % Sales	A Sales B Gross Per P&A Employee	A Expense B Oper Profit Per P&A Employee
1	2	3	4	5	6	7	8	9	10	11	12
Sean-35	301,730	84,421	3,737	35,302	6,988	8,162	54,097	30,324	0.25	47,145	8,453
6.4		27.98	4.43	41.82	8.28	9.67	64.08	35.92	17.93	13,191	4,738
	425,604	110,703	6,743	42,816	6,962	8,692	65,215	45,488	0.21	66,501	10,190
		26.01	6.09	38.68	6.29	7.85	58.91	41.09	15.32	17,297	7,108
Mark-27	313,492	106,452	2,546	42,619	13,332	10,392	68,889	37,563	0.33	44,785	9,841
7.0		33.96	2.39	40.04	12.52	9.76	64.71	35.29	21.97	15,207	5,366
	372,733	117,220	2,164	47,097	13,169	10,652	73,082	44,138	0.29	53,248	10,440
		31.45	1.85	40.18	11.23	9.09	62.35	37.65	19.61	16,746	6,305
Brian-12	750,757	223,676	2,610	95,241	34,047	13,256	145,154	78,522	0.28	37,538	7,258
20.0		29.79	1.17	42.58	15.22	5.93	64.89	35.11	19.33	11,184	3,926
	725,785	211,404	2,276	89,645	33,774	13,064	138,759	72,645	0.27	36,289	6,938
		29.13	1.08	42.40	15.98	6.18	65.64	34.36	19.12	10,570	3,632

Page 39 P & A Primary Make Sales & Gross Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
										Guide = 1.5	Guide = 1.5		
Dealer Code Primary Inventory Adj (memo)	P&A RO Mech +Exp Svc Primry A Sales / Month B Gross % Sales	P&A RO Body Primary Make A Sales / Month B Gross % Sales	P&A RO Svc Cont Primary A Sales / Month B Gross % Sales	P&A Warranty Primary Make A Sales / Month B Gross % Sales	P&A Internal Primary Make A Sales / Month B Gross % Sales	P&A Countr Retl Primary Make A Sales / Month B Gross % Sales	P&A Wholesale Primary Make A Sales / Month B Gross % Sales	Purch Disc Primary Make A Per Month B % Sales	Total P&A Primary Make A Sales / Month B Gross % Sales	Pmry Make P&A A Inventory B MOs Supply C Cores (memo)	Other Make P&A A Inventory B MOs Supply C Cores (memo)		
1	2	3	4	5	6	7	8	9	10	11	12		
Rory-11	52,015	12,999	0	17,548	21,418	4,959	4,426	4,853	113,366	170,640	0		
1,849	40.48	38.76	0.00	27.03	26.14	29.59	26.69	4.28	38.76	2.30	0.00		
	70,187	28,634	0	23,066	20,182	3,296	2,393	3,599	147,758	2,489	0		
2,117	37.47	38.28	0.00	28.31	30.63	31.67	31.34	2.44	37.47	1.78	0.00		
James-99	79,909	49,424	0	25,348	28,396	31,673	36,319	4,066	251,068	345,693	80,627		
0	40.02	39.28	0.00	47.93	23.70	33.28	30.28	1.62	38.19	2.17	0.00		
	73,634	55,205	0	18,109	39,614	44,606	31,261	4,254	262,429	0	0		
0	39.48	51.52	0.00	47.30	27.07	27.61	29.17	1.62	39.05	2.11	0.00		
BOC Acura	80,865	3,661	0	57,657	42,043	4,549	41,774	2,326	230,549	161,037	22,978		
(66)	40.58	29.23	0.00	38.70	38.26	37.63	22.56	1.01	37.19	1.09	7.24		
	84,605	7,257	0	77,312	50,941	5,211	42,973	2,461	268,298	942	0		
892	40.73	29.53	0.00	38.78	38.95	39.12	24.41	0.92	37.80	0.95	4.64		
BOC M-B	186,046	3,700	12,409	89,651	26,312	23,025	127,946	0	469,088	468,658	27,726		
1,506	44.51	41.23	35.19	36.39	34.89	35.79	24.92	0.00	36.37	1.57	1.95		
	198,512	3,309	11,363	78,687	25,672	23,068	130,705	0	471,315	12,108	65		
3,991	44.16	38.98	36.21	35.44	36.15	35.78	25.16	0.00	36.36	1.56	2.07		
Andrew-47	152,410	0	0	391,362	69,223	33,385	527,023	0	1,173,404	1,061,564	0		
(2,107)	44.93	0.00	0.00	50.85	40.82	34.23	21.66	0.00	35.91	1.41	0.00		
	167,800	0	0	408,253	85,442	39,907	571,242	0	1,272,644	15,829	0		
(1,876)	43.68	0.00	0.00	52.96	37.21	30.15	21.55	0.00	35.86	1.30	0.00		
BOC Honda	116,479	11,483	0	79,115	51,906	14,533	63,119	3,376	336,635	281,409	34,946		
6,953	39.61	35.66	0.00	37.99	37.75	34.42	18.63	1.01	35.65	1.28	3.00		
	113,355	12,028	0	87,368	51,089	15,277	62,467	3,782	341,584	950	0		
10,784	39.49	36.03	0.00	38.47	37.54	33.17	18.95	1.11	35.88	1.26	2.51		
BOC GM 2	52,652	41,650	0	28,401	13,242	12,111	16,986	3,074	165,043	229,816	2,688		
755	40.62	32.11	0.00	32.14	31.98	30.32	22.78	1.86	35.59	2.10	0.00		
	53,951	41,289	0	27,931	12,581	12,489	15,598	4,162	163,838	25,813	0		
1,714	40.52	32.71	0.00	32.88	32.13	30.02	23.75	2.54	36.75	2.13	0.00		
Weston-02	70,019	58,312	0	71,647	30,012	24,203	24,875	11,921	279,068	608,370	0		
0	39.58	36.29	0.00	28.57	21.50	24.27	21.38	4.27	35.44	3.17	0.00		
	46,039	89,586	0	79,735	32,976	22,862	16,811	13,046	288,009	14,060	0		
0	38.55	36.19	0.00	28.66	20.54	25.04	19.84	4.53	35.38	3.05	0.00		
Ray-44	16,456	8,601	0	10,737	4,600	1,815	2,713	0	44,922	41,733	166,789		
0	35.21	38.92	0.00	39.50	30.86	38.48	14.77	0.00	35.40	1.44	1.48		
	17,772	8,320	0	6,492	2,199	1,971	1,208	0	37,962	0	755		
0	32.79	38.73	0.00	39.97	31.29	43.38	19.78	0.00	35.37	1.70	1.43		
BOC Mazda	38,664	1,446	0	27,550	18,798	5,036	18,395	1,645	109,888	82,196	55,446		
136	39.22	37.41	0.00	36.18	33.24	33.42	19.36	1.50	35.32	1.13	1.62		
	40,470	1,439	0	30,923	24,576	4,101	18,075	697	119,584	18,562	4,607		
50	39.10	38.37	0.00	36.69	33.18	33.09	20.05	0.58	34.75	1.04	1.64		
Adrian-31	135,691	0	0	102,849	45,363	16,180	72,038	3,697	372,121	276,774	0		
(439)	35.30	0.00	0.00	49.05	26.86	28.41	16.59	0.99	35.14	1.13	0.00		
	136,127	0	0	97,077	42,359	16,158	67,466	5,075	359,187	0	0		
413	31.83	0.00	0.00	49.28	25.55	27.71	16.87	1.41	34.22	1.15	0.00		
Lindsay-09	137,890	0	1,692	137,430	78,710	60,965	87,676	0	504,364	525,816	7,471		
3,013	45.24	0.00	31.66	39.02	32.43	33.46	16.52	0.00	35.08	1.61	0.00		

Page 39 P & A Primary Make Sales & Gross Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
										Guide = 1.5	Guide = 1.5		
Dealer Code Primary Inventory Adj (memo)	P&A RO Mech +Exp Svc Primry A Sales / Month B Gross % Sales	P&A RO Body Primary Make A Sales / Month B Gross % Sales	P&A RO Svc Cont Primary A Sales / Month B Gross % Sales	P&A Warranty Primary Make A Sales / Month B Gross % Sales	P&A Internal Primary Make A Sales / Month B Gross % Sales	P&A Countr Retl Primary Make A Sales / Month B Gross % Sales	P&A Wholesale Primary Make A Sales / Month B Gross % Sales	Purch Disc Primary Make A Per Month B % Sales	Total P&A Primary Make A Sales / Month B Gross % Sales	Prmry Make P&A A Inventory B MOs Supply C Cores (memo)	Other Make P&A A Inventory B MOs Supply C Cores (memo)		
1	2	3	4	5	6	7	8	9	10	11	12		
	121,782	0	1,125	166,924	77,837	52,526	85,389	0	505,583	0	0		
4,806	45.95	0.00	26.84	39.25	32.92	34.11	17.41	0.00	35.64	1.62	0.00		
BOC Jag/LR	138,845	19,281	0	176,623	49,526	21,158	161,178	0	566,612	684,042	120,732		
1,662	37.42	38.23	0.00	42.66	33.41	33.96	24.59	0.00	34.95	1.86	6.55		
	149,074	19,317	0	160,602	58,074	21,247	146,685	0	554,999	2,130	0		
1,010	35.78	36.92	0.00	41.29	31.54	34.02	22.84	0.00	33.49	1.85	3.05		
BOC Toyota	106,669	18,188	5,958	103,580	41,176	13,617	56,153	0	345,341	267,591	7,684		
2,557	41.26	34.78	35.43	37.34	34.27	34.40	18.70	0.00	34.87	1.19	2.28		
	110,222	19,302	6,916	111,302	41,012	13,416	55,989	0	358,160	4,054	0		
2,740	40.09	35.17	36.72	37.84	34.56	35.36	18.53	0.00	34.88	1.15	2.54		
Brandon-21	46,184	0	0	9,980	2,869	3,792	4,349	361	67,175	148,190	20,207		
108	36.47	0.00	0.00	27.96	29.83	37.74	23.53	0.54	34.69	3.35	0.00		
	46,443	0	0	10,577	2,982	1,574	6,739	118	68,315	0	0		
0	33.44	0.00	0.00	28.39	34.54	45.04	26.71	0.17	32.48	3.20	0.00		
Mark-27	93,259	0	0	76,941	14,640	9,712	78,181	0	272,733	321,282	0		
5,802	43.93	0.00	0.00	34.82	41.97	32.41	22.05	0.00	34.57	1.80	0.00		
	112,757	0	0	81,891	22,774	8,593	98,893	0	324,908	0	0		
(249)	44.30	0.00	0.00	32.91	41.00	28.22	21.35	0.00	33.79	1.49	0.00		
Brock-07	103,983	0	0	46,217	31,202	8,478	33,849	0	223,730	143,184	0		
0	36.96	0.00	0.00	26.05	44.58	36.19	23.77	0.00	33.74	0.97	0.00		
	134,876	0	0	54,048	34,369	12,599	32,858	0	268,750	0	0		
0	34.27	0.00	0.00	25.93	43.13	38.33	18.90	0.00	32.04	0.78	0.00		
BOC Ford 2	75,563	15,102	3,185	35,267	19,414	10,830	26,729	3,376	186,090	228,912	7,258		
(46)	34.83	31.35	36.37	34.21	31.90	28.90	20.45	1.81	33.55	1.80	9.45		
	75,122	16,392	3,308	40,774	19,598	11,565	29,367	3,578	196,126	1,707	0		
1,084	34.03	32.50	35.59	34.69	33.03	26.88	20.99	1.82	33.41	1.71	9.34		
Kevin-40	94,746	0	0	56,467	19,335	4,713	9,606	0	184,868	82,847	0		
0	36.66	0.00	0.00	32.64	26.50	33.73	17.82	0.00	33.31	0.67	0.00		
	105,978	0	0	41,787	20,702	3,715	9,777	0	181,959	3,990	0		
0	38.29	0.00	0.00	32.76	26.38	35.26	20.55	0.00	34.65	0.70	0.00		
Rachel-97	8,925	0	0	20,760	4,953	8,721	27,784	0	71,144	22,427	57,746		
(6)	38.78	0.00	0.00	41.34	32.42	21.30	29.38	0.00	33.27	0.47	1.38		
	6,402	0	0	17,311	4,232	8,252	43,548	0	79,745	0	0		
0	29.96	0.00	0.00	41.75	19.99	20.19	24.54	0.00	28.02	0.39	1.64		
Natasha-98	106,252	131,821	22,191	85,238	117,095	23,026	43,732	12,635	529,355	755,827	(26,635)		
0	37.83	34.52	17.98	26.02	29.49	33.89	21.22	2.39	33.27	2.07	0.00		
	121,821	118,721	21,229	116,023	143,004	18,137	48,852	20,066	587,787	0	0		
0	36.76	34.95	16.95	24.96	21.73	33.72	24.74	3.41	32.02	1.80	0.00		
Sean-15	125,162	0	66,327	156,500	56,136	25,415	135,218	0	566,946	1,253,508	0		
(22)	40.76	0.00	40.22	34.28	34.79	24.58	22.98	0.00	33.24	3.31	0.00		
	123,137	0	86,940	112,829	66,491	32,181	148,363	0	573,671	24,238	12,681		
0	40.25	0.00	39.25	28.26	34.55	18.33	24.14	0.00	31.48	3.19	0.00		
Jorge-23	116,230	63,494	7,409	105,105	19,463	13,584	127,212	20,122	452,496	472,524	0		
188	28.75	32.92	35.39	43.11	16.40	27.67	16.05	4.45	33.09	1.46	0.00		
	122,202	75,852	9,833	85,043	20,299	14,645	127,232	16,610	455,106	0	0		
(634)	26.67	31.86	44.90	43.86	16.27	29.19	15.82	3.65	31.38	1.44	0.00		

Page 39 P & A Primary Make Sales & Gross Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
										Guide = 1.5		Guide = 1.5	
Dealer Code Primary Inventory Adj (memo)	P&A RO Mech +Exp Svc Primry A Sales / Month B Gross % Sales	P&A RO Body Primary Make A Sales / Month B Gross % Sales	P&A RO Svc Cont Primary A Sales / Month B Gross % Sales	P&A Warranty Primary Make A Sales / Month B Gross % Sales	P&A Internal Primary Make A Sales / Month B Gross % Sales	P&A Countr Retl Primary Make A Sales / Month B Gross % Sales	P&A Wholesale Primary Make A Sales / Month B Gross % Sales	Purch Disc Primary Make A Per Month B % Sales	Total P&A Primary Make A Sales / Month B Gross % Sales	Prmry Make P&A A Inventory B MOs Supply C Cores (memo)	Other Make P&A A Inventory B MOs Supply C Cores (memo)		
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Kia	42,108	10,190	0	38,708	36,100	4,854	49,528	4,721	181,489	239,291	147,862		
3,881	36.95	29.51	0.00	29.52	36.36	35.51	20.90	2.60	33.01	1.89	2.48		
	42,480	11,839	0	44,018	40,832	4,441	50,289	6,886	193,898	32	0		
10,788	36.37	28.64	0.00	29.99	35.60	34.70	21.70	3.55	34.00	1.77	2.63		
Geoff-39	52,420	0	0	59,805	13,584	4,204	25,673	1,453	155,686	58,058	157,885		
0	35.23	0.00	0.00	37.34	17.21	47.88	18.05	0.93	32.91	0.55	1.09		
	55,361	0	0	64,210	9,539	2,927	28,151	387	160,188	0	0		
0	36.05	0.00	0.00	37.36	14.73	49.74	16.54	0.24	32.37	0.53	0.74		
Joseph-04	44,560	0	1,052	75,011	24,428	8,811	30,809	0	184,671	92,534	967		
717	36.28	0.00	26.85	38.71	25.49	25.40	21.33	0.00	32.77	0.75	0.00		
	44,278	0	1,410	63,428	23,012	7,912	41,151	0	181,191	0	0		
618	38.92	0.00	32.41	39.46	30.98	24.12	19.85	0.00	33.07	0.76	0.00		

Page 40		P & A Other Makes Sales & Gross Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Other Makes Inventory Adj (memo)	P&A RO Mech Other Make A Sales / Month B Gross % Sales	P&A RO Body Other Make A Sales / Month B Gross % Sales	P&A RO Svc Contract Other A Sales / Month B Gross % Sales	P&A Warranty Other Make A Sales / Month B Gross % Sales	P&A Internal Other Make A Sales / Month B Gross % Sales	P&A Countr Retl Other Make A Sales / Month B Gross % Sales	P&A Wholesale Other Make A Sales / Month B Gross % Sales	Purch Disc Other Make A Per Month B % Sales	Total P&A Other Make A Sales / Month B Gross % Sales	Total P&A Primary Make A Sales / Month B Gross % Sales	Total P&A Befre Tires&Gas A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Jag/LR	9,593	37	0	3,238	5,219	12,104	0	0	30,191	566,612	596,803		
0	44.51	39.55	0.00	42.26	48.69	29.49	0.00	0.00	38.96	34.95	35.44		
	24,264	0	0	3,481	7,312	27,470	0	0	62,527	554,999	617,525		
0	40.82	0.00	0.00	44.49	50.52	28.32	0.00	0.00	36.67	33.49	33.97		
BOC Ford 2	1,056	0	0	0	149	0	0	0	1,205	186,090	187,295		
0	36.05	0.00	0.00	0.00	37.84	0.00	0.00	0.00	36.27	33.55	33.55		
	1,165	0	0	0	29	0	0	0	1,194	196,126	197,321		
0	34.66	0.00	0.00	0.00	47.45	0.00	0.00	0.00	34.98	33.41	33.97		
Nate-43	595	29	0	2	101	0	0	0	728	524,208	524,936		
0	37.80	27.95	0.00	8.00	28.89	0.00	0.00	0.00	36.07	29.06	28.33		
	273	0	0	0	0	0	0	0	273	536,478	536,751		
0	28.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.21	30.32	29.63		
BOC Acura	4,893	0	0	0	0	0	0	0	4,893	230,549	235,442		
0	35.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.14	37.19	37.12		
	7,346	0	0	0	0	0	0	0	7,346	268,298	275,645		
0	32.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.62	37.80	37.99		
Seth-45	1,665	0	0	0	0	0	0	0	1,665	378,358	380,022		
0	34.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34.96	31.65	31.67		
	2,172	0	0	0	0	0	0	0	2,172	390,509	392,681		
0	31.68	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.68	32.29	32.29		
Ray-44	79,550	44,510	0	16,603	21,286	2,311	3,648	2,679	167,908	44,922	212,830		
(255)	35.96	31.55	0.00	32.84	26.52	35.68	16.19	1.60	34.45	35.40	34.53		
	76,876	48,220	0	19,937	22,516	1,932	3,363	3,826	172,844	37,962	210,806		
(55)	35.76	30.30	0.00	34.34	26.07	39.80	13.26	2.21	34.63	35.37	34.74		
BOC Mazda	23,611	4,013	0	7,974	5,786	2,398	7,434	330	51,214	109,888	161,102		
23	37.94	31.69	0.00	33.95	29.83	24.46	22.12	0.64	33.63	35.32	34.88		
	24,222	4,844	0	6,301	5,199	2,431	7,778	630	50,774	119,584	170,358		
1	37.72	32.85	0.00	36.60	28.73	24.72	24.07	1.24	34.72	34.75	34.77		
BOC Honda	17,480	0	0	0	199	66	79	0	17,234	336,635	353,870		
0	32.44	0.00	0.00	0.00	40.18	31.22	30.68	0.00	32.33	35.65	37.46		
	19,772	419	0	0	516	67	79	4	20,377	341,584	361,961		
0	32.07	26.67	0.00	0.00	33.06	41.17	31.19	0.02	31.75	35.88	38.63		
Rachel-97	27,435	0	0	13,715	3,018	6,416	11,185	0	61,769	71,144	132,913		
0	33.32	0.00	0.00	34.94	32.13	29.41	27.03	0.00	32.07	33.27	32.71		
	22,579	0	0	6,246	3,459	6,243	11,926	0	50,453	79,745	130,198		
0	30.89	0.00	0.00	37.70	18.94	27.21	29.73	0.00	30.18	28.02	28.86		
Bob-42	25,915	0	0	2,294	12,144	1,416	4,525	0	46,295	11,880	58,175		
0	36.33	0.00	0.00	26.81	31.12	26.17	8.33	0.00	31.45	18.81	28.91		
	18,932	0	0	4,238	11,523	1,691	2,457	0	38,841	12,093	50,934		
0	29.88	0.00	0.00	28.36	31.83	18.63	10.54	0.00	28.58	13.74	25.06		
BOC VW	22,073	0	0	13,188	8,771	0	22,992	0	65,726	240,687	306,413		
275	37.18	0.00	0.00	36.22	33.31	0.00	21.43	0.00	31.39	28.47	29.53		
	23,975	0	0	13,712	8,036	0	26,018	0	69,481	242,227	311,708		
343	33.75	0.00	0.00	34.69	34.03	0.00	21.50	0.00	29.93	31.53	31.93		
BOC Toyota	4,912	0	0	0	0	0	0	0	4,912	345,341	350,254		
0	31.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.36	34.87	35.55		

Page 40		P & A Other Makes Sales & Gross Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Other Makes Inventory Adj (memo)	P&A RO Mech Other Make A Sales / Month B Gross % Sales	P&A RO Body Other Make A Sales / Month B Gross % Sales	P&A RO Svc Contract Other A Sales / Month B Gross % Sales	P&A Warranty Other Make A Sales / Month B Gross % Sales	P&A Internal Other Make A Sales / Month B Gross % Sales	P&A Countr Retl Other Make A Sales / Month B Gross % Sales	P&A Wholesale Other Make A Sales / Month B Gross % Sales	Purch Disc Other Make A Per Month B % Sales	Total P&A Other Make A Sales / Month B Gross % Sales	Total P&A Primary Make A Sales / Month B Gross % Sales	Total P&A Befre Tires&Gas A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
	4,306	0	0	0	0	0	0	0	4,306	358,160	362,466		
0	29.68	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29.68	34.88	35.57		
Group Avg	41,347	22,270	0	8,154	9,640	2,679	5,526	2,679	58,882	346,584	359,509		
(255)	31.64	31.55	0.00	33.30	23.82	29.22	18.07	1.60	30.91	30.85	31.15		
(55)	56,691	48,220	0	10,140	12,165	2,778	5,169	3,826	68,033	360,662	375,596		
	29.22	30.30	0.00	34.20	23.03	26.13	23.95	2.21	29.33	30.38	30.57		
Geoff-39	207,742	0	0	0	0	0	0	0	207,385	155,686	363,071		
0	30.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30.42	32.91	31.49		
	298,029	0	0	0	0	0	0	0	297,705	160,188	457,893		
0	28.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.19	32.37	29.65		
BOC M-B	6,884	4,697	0	3,529	995	1,457	2,815	(40)	20,377	469,088	489,465		
69	38.59	23.39	0.00	30.38	25.88	27.69	23.47	(0.20)	29.98	36.37	36.43		
	6,964	4,384	0	2,842	1,306	1,978	1,954	(216)	19,428	471,315	490,742		
0	37.89	23.58	0.00	33.64	29.03	28.55	23.94	(1.11)	29.98	36.36	36.92		
BOC Kia	20,662	0	0	16,213	14,448	3,293	25,287	0	79,904	181,489	261,393		
0	36.36	0.00	0.00	28.36	27.83	33.10	12.10	0.00	25.38	33.01	32.17		
	19,777	0	0	14,377	14,482	3,945	23,047	0	75,627	193,898	269,525		
0	35.87	0.00	0.00	28.58	32.28	26.37	10.91	0.00	25.69	34.00	35.67		
Mary-37	28,414	0	0	0	0	0	0	0	28,414	252,631	281,044		
0	23.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.56	31.17	30.40		
	34,014	0	0	0	0	0	0	0	34,014	319,729	353,743		
0	22.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.23	30.62	29.81		
Jorge-23	284	0	0	0	0	0	0	0	284	452,496	452,780		
0	15.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.70	33.09	33.12		
	0	0	0	0	0	0	0	0	6	455,106	455,112		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00	31.38	31.24		
Andrew-05	522	0	0	0	11,653	572	2,747	0	15,493	80,103	95,597		
0	16.47	0.00	0.00	0.00	9.09	8.50	0.18	0.00	7.73	21.79	19.78		
	656	0	0	0	11,160	1,244	2,931	0	15,991	86,888	102,879		
0	15.70	0.00	0.00	0.00	9.09	9.65	0.00	0.00	7.74	25.24	22.52		
BOC GM 2	0	0	0	0	0	0	0	0	0	165,043	165,043		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.59	36.05		
	0	0	0	0	0	0	0	0	0	163,838	163,838		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36.75	37.79		
Pete-06	0	0	0	0	0	0	0	0	0	94,198	94,198		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.71	31.59		
	0	0	0	0	0	0	0	0	0	102,087	102,087		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30.07	30.03		
Ed-01	0	0	0	0	0	0	0	0	0	484,077	484,077		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.74	31.74		
	0	0	0	0	0	0	0	0	0	501,494	501,494		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.87	31.87		
Weston-02	0	0	0	0	0	0	0	0	0	279,068	279,068		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.44	35.44		
	0	0	0	0	0	0	0	0	0	288,009	288,009		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.38	35.38		

Page 40 P & A Other Makes Sales & Gross Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Other Makes Inventory Adj (memo)	P&A RO Mech Other Make A Sales / Month B Gross % Sales	P&A RO Body Other Make A Sales / Month B Gross % Sales	P&A RO Svc Contract Other A Sales / Month B Gross % Sales	P&A Warranty Other Make A Sales / Month B Gross % Sales	P&A Internal Other Make A Sales / Month B Gross % Sales	P&A Countr Retl Other Make A Sales / Month B Gross % Sales	P&A Wholesale Other Make A Sales / Month B Gross % Sales	Purch Disc Other Make A Per Month B % Sales	Total P&A Other Make A Sales / Month B Gross % Sales	Total P&A Primary Make A Sales / Month B Gross % Sales	Total P&A Befre Tires&Gas A Sales / Month B Gross % Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
Lyndi-03	0	0	0	0	0	0	0	0	0	94,328	94,328		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29.70	29.70		
0	0	0	0	0	0	0	0	0	0	103,170	103,170		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.55	31.55		
Joseph-04	0	0	0	0	0	0	0	0	0	184,671	184,671		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.77	33.16		
0	0	0	0	0	0	0	0	0	0	181,191	181,191		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	33.07	33.41		
Austin-08	0	0	0	0	0	0	0	0	0	658,454	658,454		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29.27	29.34		
0	0	0	0	0	0	0	0	0	0	649,909	649,909		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29.46	29.54		

Page 41		P & A Sales & Gross - Summary								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total P&A Purch Disc+ Inv Adj	Total P&A RO Mech A Sales / Month B Gross % Sales	Total P&A RO Body A Sales / Month B Gross % Sales	Total P&A Svc Contract A Sales / Month B Gross % Sales	Total P&A Warranty A Sales / Month B Gross % Sales	Total P&A Internal A Sales / Month B Gross % Sales	Total P&A Counter A Sales / Month B Gross % Sales	Total P&A Wholesale A Sales / Month B Gross % Sales	P&A Tires A Sales / Month B Gross%Sales	Gas, Oil & Grease A Sales / Month B Gross%Sales	P&A Misc A Sales / Month B Gross%Sales	Total P&A Department A Sales / Month B Gross%Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
James-99	79,909	49,424	0	25,348	28,396	31,673	36,319	0	0	86	251,154		
4,066	40.02	39.28	0.00	47.93	23.70	33.28	30.28	0.00	0.00	100.00	38.21		
	73,634	55,205	0	18,109	39,614	44,606	31,261	0	0	61	262,490		
4,254	39.48	51.52	0.00	47.30	27.07	27.61	29.17	0.00	0.00	100.00	39.07		
Rory-11	52,015	12,999	0	17,548	21,418	4,959	4,426	19,022	8,666	0	141,054		
6,702	40.48	38.76	0.00	27.03	26.14	29.59	26.69	18.22	31.85	0.00	36.87		
	70,187	28,634	0	23,066	20,182	3,296	2,393	77,077	10,532	0	235,367		
5,716	37.47	38.28	0.00	28.31	30.63	31.67	31.34	16.35	32.87	0.00	31.24		
BOC Honda	133,959	11,483	0	79,115	52,105	14,600	63,198	26,516	28,504	0	409,479		
10,329	38.67	35.66	0.00	37.99	37.75	34.41	18.64	17.28	45.67	0.00	36.73		
	133,127	12,447	0	87,368	51,605	15,344	62,545	33,827	29,006	0	425,269		
14,570	38.39	35.71	0.00	38.47	37.50	33.21	18.96	18.13	46.04	0.00	37.51		
BOC Acura	85,758	3,661	0	57,657	42,043	4,549	41,774	24,924	10,593	0	270,959		
2,260	40.27	29.23	0.00	38.70	38.26	37.63	22.56	18.01	44.83	0.00	35.66		
	91,951	7,257	0	77,312	50,941	5,211	42,973	33,332	11,224	0	320,201		
3,353	40.08	29.53	0.00	38.78	38.95	39.12	24.41	16.93	44.67	0.00	36.03		
Brandon-21	46,184	0	0	9,980	2,869	3,792	4,349	0	0	0	67,175		
469	36.47	0.00	0.00	27.96	29.83	37.74	23.53	0.00	0.00	0.00	34.85		
	46,443	0	0	10,577	2,982	1,574	6,739	0	0	0	68,315		
118	33.44	0.00	0.00	28.39	34.54	45.04	26.71	0.00	0.00	0.00	32.48		
Adrian-31	135,691	0	0	102,849	45,363	16,180	72,038	8,317	6,232	0	386,670		
3,259	35.30	0.00	0.00	49.05	26.86	28.41	16.59	15.48	41.99	0.00	34.72		
	136,127	0	0	97,077	42,359	16,158	67,466	11,337	0	0	370,524		
5,488	31.83	0.00	0.00	49.28	25.55	27.71	16.87	16.08	0.00	0.00	33.78		
BOC Toyota	111,581	18,188	5,958	103,580	41,176	13,617	56,153	27,149	19,287	0	396,690		
2,557	40.82	34.78	35.43	37.34	34.27	34.40	18.70	17.55	43.73	0.00	34.71		
	114,528	19,302	6,916	111,302	41,012	13,416	55,989	41,068	19,444	0	422,978		
2,740	39.69	35.17	36.72	37.84	34.56	35.36	18.53	13.99	45.34	0.00	33.93		
BOC GM 2	52,652	41,650	0	28,401	13,242	12,111	16,986	11,503	7,247	54	183,848		
3,828	40.62	32.11	0.00	32.14	31.98	30.32	22.78	17.96	30.19	80.11	34.70		
	53,951	41,289	0	27,931	12,581	12,489	15,598	15,679	6,927	38	186,482		
5,876	40.52	32.71	0.00	32.88	32.13	30.02	23.75	17.74	29.48	31.58	35.80		
Andrew-47	152,410	0	0	391,362	69,223	33,385	527,023	45,666	25,219	0	1,244,289		
(2,107)	44.93	0.00	0.00	50.85	40.82	34.23	21.66	8.51	34.29	0.00	34.70		
	167,800	0	0	408,253	85,442	39,907	571,242	39,561	30,587	0	1,342,792		
(1,876)	43.68	0.00	0.00	52.96	37.21	30.15	21.55	9.44	40.66	0.00	35.05		
BOC M-B	192,930	8,397	12,409	93,180	27,307	24,482	130,761	52,013	18,105	2,064	560,942		
1,536	44.29	31.25	35.19	36.16	34.56	35.31	24.89	15.73	42.56	4.00	34.59		
	205,475	7,692	11,363	81,529	26,978	25,046	132,659	51,442	18,791	6,258	566,473		
3,775	43.95	30.20	36.21	35.38	35.81	35.21	25.14	16.13	41.73	4.50	34.84		
BOC Jag/LR	148,438	19,318	0	179,862	54,745	33,262	161,178	22,979	8,809	0	628,591		
1,662	37.88	38.23	0.00	42.66	34.87	32.34	24.59	13.62	31.07	0.00	34.58		
	173,339	19,317	0	164,083	65,386	48,717	146,685	27,127	10,119	0	654,771		
1,010	36.49	36.92	0.00	41.36	33.66	30.81	22.84	15.02	33.59	0.00	33.18		
Lindsay-09	137,890	0	1,692	137,430	78,710	60,965	87,676	29,552	48,844	0	582,761		
3,013	45.24	0.00	31.66	39.02	32.43	33.46	16.52	7.52	33.41	0.00	34.06		

Page 41		P & A Sales & Gross - Summary								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total P&A Purch Disc+ Inv Adj	Total P&A RO Mech A Sales / Month B Gross % Sales	Total P&A RO Body A Sales / Month B Gross % Sales	Total P&A Svc Contract A Sales / Month B Gross % Sales	Total P&A Warranty A Sales / Month B Gross % Sales	Total P&A Internal A Sales / Month B Gross % Sales	Total P&A Counter A Sales / Month B Gross % Sales	Total P&A Wholesale A Sales / Month B Gross % Sales	P&A Tires A Sales / Month B Gross%Sales	Gas, Oil & Grease A Sales / Month B Gross%Sales	P&A Misc A Sales / Month B Gross%Sales	Total P&A Department A Sales / Month B Gross%Sales		
1	2	3	4	5	6	7	8	9	10	11	12		
	121,782	0	1,125	166,924	77,837	52,526	85,389	32,749	43,950	0	582,282		
4,806	45.95	0.00	26.84	39.25	32.92	34.11	17.41	8.79	35.03	0.00	34.91		
Mark-27	93,259	0	0	76,941	14,640	9,712	78,181	40,759	0	0	313,492		
5,802	43.93	0.00	0.00	34.82	41.97	32.41	22.05	15.60	0.00	0.00	33.96		
	112,757	0	0	81,891	22,774	8,593	98,893	47,825	0	0	372,733		
(249)	44.30	0.00	0.00	32.91	41.00	28.22	21.35	16.09	0.00	0.00	31.45		
Weston-02	70,019	58,312	0	71,647	30,012	24,203	24,875	25,176	7,790	0	312,034		
11,921	39.58	36.29	0.00	28.57	21.50	24.27	21.38	14.56	42.12	0.00	33.92		
	46,039	89,586	0	79,735	32,976	22,862	16,811	21,046	7,157	0	316,212		
	13,046	38.55	36.19	0.00	28.66	20.54	25.04	19.84	15.32	0.00	34.03		
BOC Mazda	62,274	5,459	0	35,524	24,584	7,433	25,829	7,978	8,187	0	177,268		
2,133	38.74	33.21	0.00	35.68	32.44	30.53	20.16	14.12	26.10	0.00	33.54		
	64,692	6,282	0	37,224	29,776	6,532	25,853	8,074	8,463	0	186,895		
1,378	38.58	34.12	0.00	36.67	32.40	29.98	21.26	14.48	28.57	0.00	33.61		
Kevin-40	94,746	0	0	56,467	19,335	4,713	9,606	0	0	0	184,868		
0	36.66	0.00	0.00	32.64	26.50	33.73	17.82	0.00	0.00	0.00	33.31		
	105,978	0	0	41,787	20,702	3,715	9,777	0	0	0	181,959		
0	38.29	0.00	0.00	32.76	26.38	35.26	20.55	0.00	0.00	0.00	34.65		
Natasha-98	106,252	131,821	22,191	85,238	117,095	23,026	43,732	0	0	1,327	530,682		
12,635	37.83	34.52	17.98	26.02	29.49	33.89	21.22	0.00	0.00	36.18	33.28		
	121,821	118,721	21,229	116,023	143,004	18,137	48,852	0	0	8,503	596,290		
20,066	36.76	34.95	16.95	24.96	21.73	33.72	24.74	0.00	0.00	34.55	32.05		
Jorge-23	116,514	63,494	7,409	105,105	19,463	13,584	127,212	0	0	0	452,780		
20,310	28.72	32.92	35.39	43.11	16.40	27.67	16.05	0.00	0.00	0.00	33.12		
	122,202	75,852	9,833	85,043	20,299	14,645	127,232	0	0	0	455,112		
15,976	26.67	31.86	44.90	43.86	16.27	29.19	15.82	0.00	0.00	0.00	31.24		
BOC Ford 2	76,619	15,102	3,185	35,267	19,562	10,830	26,729	0	0	4,939	192,234		
3,330	34.84	31.35	36.37	34.21	31.94	28.90	20.45	0.00	0.00	11.43	32.98		
	76,287	16,392	3,308	40,774	19,627	11,565	29,367	0	0	5,599	202,920		
4,662	34.03	32.50	35.59	34.69	33.06	26.88	20.99	0.00	0.00	16.53	33.49		
Chris-19	118,283	0	6,543	60,476	49,334	5,766	19,335	0	0	2,215	261,954		
10,288	25.89	0.00	48.74	47.72	14.47	31.01	20.65	0.00	0.00	21.43	32.97		
	123,658	0	4,796	51,393	68,380	6,244	20,062	0	0	2,084	276,617		
7,144	26.06	0.00	55.34	44.34	11.78	31.15	22.54	0.00	0.00	50.24	29.06		
Rachel-97	36,361	0	0	34,475	7,972	15,137	38,969	0	1,919	0	134,833		
(6)	34.66	0.00	0.00	38.80	32.31	24.74	28.71	0.00	34.02	0.00	32.73		
	28,981	0	0	23,557	7,691	14,495	55,474	0	1,829	0	132,027		
0	30.68	0.00	0.00	40.68	19.52	23.21	25.65	0.00	38.27	0.00	28.99		
Joseph-04	44,560	0	1,052	75,011	24,428	8,811	30,809	21,006	19,723	0	225,400		
717	36.28	0.00	26.85	38.71	25.49	25.40	21.33	13.36	48.24	0.00	32.64		
	44,278	0	1,410	63,428	23,012	7,912	41,151	12,231	21,038	0	214,460		
618	38.92	0.00	32.41	39.46	30.98	24.12	19.85	31.23	44.70	0.00	34.40		
Ray-44	96,006	53,111	0	27,341	25,886	4,126	6,360	27,011	0	0	239,841		
2,424	35.83	32.75	0.00	35.45	27.29	36.91	15.59	13.46	0.00	0.00	32.16		
	94,648	56,540	0	26,429	24,715	3,903	4,571	26,559	0	0	237,365		
3,771	35.20	31.54	0.00	35.72	26.53	41.61	14.99	15.24	0.00	0.00	32.56		

Page 41		P & A Sales & Gross - Summary									N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total P&A Purch Disc+ Inv Adj	Total P&A RO Mech A Sales / Month B Gross % Sales	Total P&A RO Body A Sales / Month B Gross % Sales	Total P&A Svc Contract A Sales / Month B Gross % Sales	Total P&A Warranty A Sales / Month B Gross % Sales	Total P&A Internal A Sales / Month B Gross % Sales	Total P&A Counter A Sales / Month B Gross % Sales	Total P&A Wholesale A Sales / Month B Gross % Sales	P&A Tires A Sales / Month B Gross%Sales	Gas, Oil & Grease A Sales / Month B Gross%Sales	P&A Misc A Sales / Month B Gross%Sales	Total P&A Department A Sales / Month B Gross%Sales			
1	2	3	4	5	6	7	8	9	10	11	12			
Sean-15	125,162	0	66,327	156,500	56,136	25,415	135,218	68,975	24,251	0	658,486			
(22)	40.76	0.00	40.22	34.28	34.79	24.58	22.98	17.69	39.51	0.00	31.82			
	123,137	0	86,940	112,829	66,491	32,181	148,363	78,103	23,779	0	674,441			
0	40.25	0.00	39.25	28.26	34.55	18.33	24.14	18.28	39.79	0.00	30.23			
Brock-07	103,983	0	0	46,217	31,202	8,478	33,849	37,729	0	0	261,459			
0	36.96	0.00	0.00	26.05	44.58	36.19	23.77	19.10	0.00	0.00	31.63			
	134,876	0	0	54,048	34,369	12,599	32,858	91,582	0	0	360,332			
0	34.27	0.00	0.00	25.93	43.13	38.33	18.90	18.64	0.00	0.00	28.63			
Pete-06	34,676	19,559	0	25,062	5,705	3,559	5,637	0	0	0	94,198			
2,159	30.07	31.79	0.00	27.41	37.45	25.39	18.49	0.00	0.00	0.00	31.59			
	35,418	26,175	0	25,670	5,348	3,059	6,417	0	0	0	102,087			
2,094	27.22	30.62	0.00	28.72	38.50	20.69	13.04	0.00	0.00	0.00	30.03			

Page 42		P & A Variable Selling Expense Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incnet A Per Month B % Dept Gross	Salespeople Comm&Incnet A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Total P & A Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B Parts Employes	Primary Mech A Lost Sales B Fill Rate	Other Mech A Lost Sales B Fill Rate	Primary & Other Body Shop A Lost Sales B Fill Rate		
1	2	3	4	5	6	7	8	9	10	11	12		
Geoff-39	479	0	479	0	0	59	538	4,509	0	0	0		
121,293	0.39	0.00	0.39	0.00	0.00	0.05	0.44	9.0	0.00	0.00	0.00		
	257	0	257	0	0	105	362	4,250	0	0	0		
143,321	0.18	0.00	0.18	0.00	0.00	0.07	0.25	0.00	0.00	0.00			
Seth-45	208	0	208	0	0	434	642	4,865	0	0	0		
123,683	0.17	0.00	0.17	0.00	0.00	0.35	0.52	9.1	0.00	0.00	0.00		
	143	0	143	0	0	895	1,038	5,209	0	0	0		
130,359	0.11	0.00	0.11	0.00	0.00	0.69	0.80	0.00	0.00	0.00			
Brock-07	659	0	659	0	0	150	809	6,483	0	0	0		
82,704	0.80	0.00	0.80	0.00	0.00	0.18	0.98	3.8	0.00	0.00	0.00		
	856	0	856	0	0	116	972	8,431	0	0	0		
103,173	0.83	0.00	0.83	0.00	0.00	0.11	0.94	0.00	0.00	0.00			
Nate-43	1,706	0	1,706	0	0	(28)	1,678	4,651	1,064	0	0		
148,695	1.15	0.00	1.15	0.00	0.00	(0.02)	1.13	10.8	96.90	98.80	0.00		
	1,652	0	1,652	0	0	0	1,652	4,644	390	0	0		
159,055	1.04	0.00	1.04	0.00	0.00	0.00	1.04	97.30	97.80	0.00			
Brian-12	2,462	0	2,462	0	0	148	2,610	4,762	0	0	0		
223,676	1.10	0.00	1.10	0.00	0.00	0.07	1.17	20.0	0.00	0.00	0.00		
	2,337	0	2,337	0	0	(61)	2,276	4,482	0	0	0		
211,404	1.11	0.00	1.11	0.00	0.00	(0.03)	1.08	0.00	0.00	0.00			
Ed-01	1,487	0	1,487	0	0	663	2,150	7,442	0	0	0		
160,417	0.93	0.00	0.93	0.00	0.00	0.41	1.34	7.8	0.00	0.00	0.00		
	950	0	950	0	0	831	1,781	7,165	0	0	0		
166,772	0.57	0.00	0.57	0.00	0.00	0.50	1.07	0.00	0.00	0.00			
Israel-46	1,561	0	1,561	0	0	(8)	1,552	6,463	0	0	0		
111,221	1.40	0.00	1.40	0.00	0.00	(0.01)	1.40	7.8	0.00	0.00	0.00		
	2,661	0	2,661	0	0	7	2,668	6,031	0	0	0		
111,945	2.38	0.00	2.38	0.00	0.00	0.01	2.38	0.00	0.00	0.00			
Brandon-21	305	0	305	0	0	28	334	3,263	0	0	0		
23,412	1.30	0.00	1.30	0.00	0.00	0.12	1.43	2.0	0.00	0.00	0.00		
	498	0	498	0	0	0	498	4,888	0	0	0		
22,192	2.24	0.00	2.24	0.00	0.00	0.00	2.24	0.00	0.00	0.00			
James-99	1,250	0	1,250	0	0	199	1,450	8,223	0	0	0		
95,964	1.30	0.00	1.30	0.00	0.00	0.21	1.51	6.4	0.00	0.00	0.00		
	2,168	0	2,168	0	0	105	2,273	7,579	0	0	0		
102,551	2.11	0.00	2.11	0.00	0.00	0.10	2.22	0.00	0.00	0.00			
Ray-44	1,215	0	1,215	0	0	50	1,265	5,592	11	0	0		
77,123	1.58	0.00	1.58	0.00	0.00	0.07	1.64	3.7	99.00	96.30	0.00		
	1,000	0	1,000	0	0	0	1,000	5,370	0	0	0		
77,277	1.29	0.00	1.29	0.00	0.00	0.00	1.29	96.70	96.30	0.00			
BOC GM 2	1,178	(172)	1,006	0	0	90	1,096	4,324	443	0	0		
63,792	1.85	(0.27)	1.58	0.00	0.00	0.14	1.72	4.3	12.74	0.00	1.89		
	1,207	(169)	1,038	0	0	(1)	1,038	4,240	196	0	0		
66,756	1.81	(0.25)	1.56	0.00	0.00	0.00	1.55	16.35	0.84	1.84			
Mark-34	1,427	0	1,427	0	0	274	1,701	6,915	0	0	0		
99,118	1.44	0.00	1.44	0.00	0.00	0.28	1.72	5.7	0.00	0.00	0.00		

Page 42		P & A Variable Selling Expense Analysis						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incnet A Per Month B % Dept Gross	Salespeople Comm&Incnet A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Total P & A Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B Parts Employs	Primary Mech A Lost Sales B Fill Rate	Other Mech A Lost Sales B Fill Rate	Primary & Other Body Shop A Lost Sales B Fill Rate	
1	2	3	4	5	6	7	8	9	10	11	12	
	1,240	0	1,240	0	0	106	1,346	7,740	0	0	0	
125,339	0.99	0.00	0.99	0.00	0.00	0.08	1.07		0.00	0.00	0.00	
Matt-30	2,652	0	2,652	0	0	596	3,248	6,145	0	0	0	
175,401	1.51	0.00	1.51	0.00	0.00	0.34	1.85	13.5	0.00	0.00	0.00	
	2,355	0	2,355	0	0	2,655	5,010	5,815	14	0	0	
172,214	1.37	0.00	1.37	0.00	0.00	1.54	2.91		95.77	0.00	0.00	
BOC M-B	3,136	0	3,136	0	0	686	3,822	6,699	1,002	6	0	
194,023	1.62	0.00	1.62	0.00	0.00	0.35	1.97	9.1	22.28	7.60	0.00	
	3,571	0	3,571	0	0	1,060	4,630	6,017	5,031	65	0	
197,380	1.81	0.00	1.81	0.00	0.00	0.54	2.35		22.27	7.69	0.00	
Rory-11	1,112	0	1,112	0	0	39	1,151	3,883	0	0	0	
52,011	2.14	0.00	2.14	0.00	0.00	0.08	2.21	4.7	0.00	0.00	0.00	
	1,269	0	1,269	0	0	0	1,269	4,771	0	0	0	
73,538	1.73	0.00	1.73	0.00	0.00	0.00	1.73		0.00	0.00	0.00	
BOC Mazda	940	0	940	0	0	455	1,395	5,290	1,156	130	0	
59,455	1.58	0.00	1.58	0.00	0.00	0.77	2.35	3.6	151.87	25.29	0.00	
	968	0	968	0	0	274	1,243	5,619	2,027	11	0	
62,820	1.54	0.00	1.54	0.00	0.00	0.44	1.98		83.20	25.72	0.00	
Mark-27	2,438	0	2,438	0	0	108	2,546	6,088	0	0	0	
106,452	2.29	0.00	2.29	0.00	0.00	0.10	2.39	7.0	0.00	0.00	0.00	
	1,510	0	1,510	0	0	654	2,164	6,728	0	0	0	
117,220	1.29	0.00	1.29	0.00	0.00	0.56	1.85		0.00	0.00	0.00	
BOC VW	2,149	0	2,149	0	0	180	2,328	5,063	7,784	903	0	
93,444	2.30	0.00	2.30	0.00	0.00	0.19	2.49	6.4	21.10	11.30	0.00	
	2,328	0	2,328	0	0	(122)	2,206	5,177	8,744	1,178	0	
102,947	2.26	0.00	2.26	0.00	0.00	(0.12)	2.14		15.67	11.24	0.00	
BOC Honda	3,473	0	3,473	0	0	357	3,831	5,568	808	0	0	
150,288	2.33	0.00	2.33	0.00	0.00	0.24	2.57	8.2	15.30	3.91	3.91	
	3,364	0	3,364	0	0	393	3,757	5,567	565	0	0	
159,520	2.11	0.00	2.11	0.00	0.00	0.25	2.35		15.48	3.91	3.91	
Adrian-31	3,377	0	3,377	0	0	110	3,487	8,360	0	0	0	
134,246	2.52	0.00	2.52	0.00	0.00	0.08	2.60	7.0	0.00	0.00	0.00	
	2,382	0	2,382	0	0	80	2,462	7,886	0	0	0	
125,152	1.90	0.00	1.90	0.00	0.00	0.06	1.97		0.00	0.00	0.00	
Erin-18	534	0	534	0	0	20	554	6,652	0	0	0	
19,149	2.79	0.00	2,79	0.00	0.00	0.10	2.89	1.4	0.00	0.00	0.00	
	962	0	962	0	0	9	971	6,743	0	0	0	
21,503	4.47	0.00	4.47	0.00	0.00	0.04	4.52		0.00	0.00	0.00	
Helder-16	4,970	0	4,970	0	0	1,882	6,852	3,836	0	0	0	
214,625	2.32	0.00	2.32	0.00	0.00	0.88	3.19	11.3	0.00	0.00	0.00	
	5,764	0	5,764	0	0	5,205	10,969	3,920	0	0	0	
182,463	3.16	0.00	3.16	0.00	0.00	2.85	6.01		0.00	0.00	0.00	
BOC Ford 2	1,972	(23)	1,949	0	0	235	2,185	5,668	682	0	454	
63,395	3.11	(0.04)	3.07	0.00	0.00	0.37	3.45	4.2	34.58	0.06	1.97	
	1,773	(6)	1,768	0	0	275	2,043	5,374	628	0	477	
67,962	2.61	(0.01)	2.60	0.00	0.00	0.40	3.01		38.99	0.05	21.28	

Page 42		P & A Variable Selling Expense Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incent A Per Month B % Dept Gross	Salespeople Comm&Incent A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Total P & A Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B Parts Employes	Primary Mech A Lost Sales B Fill Rate	Other Mech A Lost Sales B Fill Rate	Primary & Other Body Shop A Lost Sales B Fill Rate		
1	2	3	4	5	6	7	8	9	10	11	12		
Graydon-22	1,398	0	1,398	0	0	311	1,709	3,413	0	0	0		
42,406	3.30	0.00	3.30	0.00	0.00	0.73	4.03	5.7	0.00	0.00	0.00		
	1,111	0	1,111	0	0	0	1,111	4,087	0	0	0		
42,978	2.59	0.00	2.59	0.00	0.00	0.00	2.59	0.00	0.00	0.00	0.00		
BOC Jag/LR	8,127	0	8,127	0	0	661	8,789	7,780	25	0	0		
217,346	3.74	0.00	3.74	0.00	0.00	0.30	4.04	8.4	30.73	0.00	0.00		
	8,782	0	8,782	0	0	1,243	10,026	6,972	96	0	0		
217,253	4.04	0.00	4.04	0.00	0.00	0.57	4.61	26.61	0.00	0.00	0.00		
Mary-37	3,592	0	3,592	0	0	294	3,885	5,349	0	0	0		
88,744	4.05	0.00	4.05	0.00	0.00	0.33	4.38	6.7	0.00	0.00	0.00		
	3,570	0	3,570	0	0	(239)	3,331	5,752	0	0	0		
112,598	3.17	0.00	3.17	0.00	0.00	(0.21)	2.96	0.00	0.00	0.00	0.00		

Page 43 P & A Personnel Expense Analysis										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors A Per Month B % Dept Gross	Salespl Sal +Clericl Comp A Per Month B % Dept Gross	Compensation Other A Per Month B % Dept Gross	Leave, Vacation Sick & Holiday A Per Month B % Dept Gross	Employee Benfits +Demo Exp A Per Month B % Dept Gross	Payroll Taxes A Per Month B % Dept Gross	Training Expense A Per Month B % Dept Gross	Uniforms & Laundry A Per Month B % Dept Gross	Workrs Comp + Pensions A Per Month B % Dept Gross	Total P & A Personnel Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Joseph-04	0	1,063	4,298	574	4,325	1,408	324	3	319	12,314			
73,561	0.00	1.44	5.84	0.78	5.88	1.91	0.44	0.00	0.43	16.74			
	0	1,031	4,299	551	4,214	1,375	67	0	316	11,853			
73,766	0.00	1.40	5.83	0.75	5.71	1.86	0.09	0.00	0.43	16.07			
BOC Toyota	0	1,558	9,996	675	4,359	4,362	514	108	180	23,799			
137,706	0.00	1.13	7.26	0.49	3.17	3.17	0.37	0.08	0.13	17.28			
	0	1,571	10,131	434	4,539	3,533	651	131	126	23,094			
143,507	0.00	1.09	7.06	0.30	3.16	2.46	0.45	0.09	0.09	16.09			
BOC Kia	0	2,145	7,246	186	2,190	2,674	291	38	131	16,889			
89,640	0.00	2.39	8.08	0.21	2.44	2.98	0.32	0.04	0.15	18.84			
	0	2,214	7,018	96	2,281	2,512	348	11	143	16,666			
102,234	0.00	2.17	6.86	0.09	2.23	2.46	0.34	0.01	0.14	16.30			
Austin-08	0	2,238	17,834	2,730	6,428	5,570	832	256	936	36,824			
194,439	0.00	1.15	9.17	1.40	3.31	2.86	0.43	0.13	0.48	18.94			
	0	2,482	15,273	2,730	6,116	4,806	680	233	1,188	33,509			
194,287	0.00	1.28	7.86	1.41	3.15	2.47	0.35	0.12	0.61	17.25			
Helder-16	8,738	26,271	267	0	0	3,163	183	196	4,532	43,349			
214,625	4.07	12.24	0.12	0.00	0.00	1.47	0.09	0.09	2.11	20.20			
	9,158	25,056	280	0	0	3,546	(540)	121	6,670	44,291			
182,463	5.02	13.73	0.15	0.00	0.00	1.94	(0.30)	0.07	3.66	24.27			
Lindsay-09	0	2,376	16,431	2,506	7,390	8,190	322	1,013	1,110	40,739			
198,498	0.00	1.20	8.28	1.26	3.72	4.13	0.16	0.51	0.56	20.52			
	0	1,409	21,682	3,350	8,878	6,277	150	841	1,093	45,081			
203,264	0.00	0.69	10.67	1.65	4.37	3.09	0.07	0.41	0.54	22.18			
Ray-44	3,079	2,651	9,906	0	1,505	2,774	217	0	266	20,692			
77,123	3.99	3.44	12.84	0.00	1.95	3.60	0.28	0.00	0.34	26.83			
	2,541	2,392	10,027	0	1,514	2,561	76	0	267	19,868			
77,277	3.29	3.10	12.98	0.00	1.96	3.31	0.10	0.00	0.35	25.71			
Lisa-36	2,564	439	638	12	280	261	151	12	0	4,919			
17,861	14.35	2.46	3.57	0.07	1.57	1.46	0.84	0.06	0.00	27.54			
	3,865	383	0	16	281	250	(47)	0	0	5,162			
16,622	23.25	2.30	0.00	0.10	1.69	1.50	(0.28)	0.00	0.00	31.06			
Brandon-21	3,494	0	2,614	38	0	348	33	0	0	6,527			
23,412	14.92	0.00	11.17	0.16	0.00	1.48	0.14	0.00	0.00	27.88			
	4,951	1,687	880	104	718	725	0	0	9	9,776			
22,192	22.31	7.60	3.97	0.47	3.24	3.27	0.00	0.00	0.04	44.05			
Don-17	9,437	12,331	5,045	(26)	0	1,968	549	289	2,614	32,207			
112,826	8.36	10.93	4.47	(0.02)	0.00	1.74	0.49	0.26	2.32	28.55			
	14,433	12,898	6,738	0	0	1,931	664	71	3,958	40,693			
115,911	12.45	11.13	5.81	0.00	0.00	1.67	0.57	0.06	3.41	35.11			
BOC GM 2	6,097	1,433	6,638	229	1,275	1,451	373	0	250	18,792			
63,792	9.56	2.25	10.41	0.36	2.00	2.27	0.58	0.00	0.39	29.46			
	6,275	1,348	6,323	204	1,180	1,284	496	0	246	18,423			
66,756	9.40	2.02	9.47	0.31	1.77	1.92	0.74	0.00	0.37	27.60			
Brock-07	3,261	0	13,719	1,405	2,504	0	996	0	0	24,635			
82,704	3.94	0.00	16.59	1.70	3.03	0.00	1.20	0.00	0.00	29.79			

Page 43		P & A Personnel Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors A Per Month B % Dept Gross	Salespl Sal +Cleric Comp A Per Month B % Dept Gross	Compensation Other A Per Month B % Dept Gross	Leave, Vacation Sick & Holiday A Per Month B % Dept Gross	Employee Benfits +Demo Exp A Per Month B % Dept Gross	Payroll Taxes A Per Month B % Dept Gross	Training Expense A Per Month B % Dept Gross	Uniforms & Laundry A Per Month B % Dept Gross	Workrs Comp + Pensions A Per Month B % Dept Gross	Total P & A Personnel Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
		4,179	0	16,260	(289)	6,866	0	2,271	0	0	32,037		
103,173		4.05	0.00	15.76	(0.28)	6.65	0.00	2.20	0.00	0.00	31.05		
BOC Jag/LR		12,440	29,943	8,588	0	6,056	3,947	623	132	23	65,481		
217,346		5.72	13.78	3.95	0.00	2.79	1.82	0.29	0.06	0.01	30.13		
		10,885	27,208	8,164	0	5,630	3,209	994	86	38	58,677		
217,253		5.01	12.52	3.76	0.00	2.59	1.48	0.46	0.04	0.02	27.01		
BOC Honda		13,252	2,590	20,134	502	3,731	2,837	491	96	0	45,585		
150,288		8.81	1.73	13.37	0.33	2.46	1.90	0.33	0.06	0.00	30.30		
		12,995	2,682	20,358	511	3,731	2,426	591	74	0	45,578		
159,520		8.15	1.68	12.76	0.32	2.34	1.52	0.37	0.05	0.00	28.57		
BOC M-B		14,395	20,968	15,517	1,423	0	3,789	676	164	4,029	60,962		
194,023		7.42	10.81	8.00	0.73	0.00	1.95	0.35	0.08	2.08	31.42		
		12,187	19,982	14,394	410	0	3,347	332	190	3,917	54,759		
197,380		6.17	10.12	7.29	0.21	0.00	1.70	0.17	0.10	1.98	27.74		
BOC Mazda		6,520	1,189	6,432	0	1,070	1,766	208	62	341	18,853		
59,455		10.97	2.00	10.82	0.00	1.80	2.97	0.35	0.10	0.57	31.71		
		7,167	1,122	7,026	0	1,060	1,586	187	104	397	20,025		
62,820		11.41	1.79	11.18	0.00	1.69	2.52	0.30	0.16	0.63	31.88		
Geoff-39		16,330	1,375	17,046	464	1,146	3,212	149	29	0	40,584		
121,293		13.46	1.13	14.05	0.38	0.94	2.65	0.12	0.02	0.00	33.46		
		15,136	1,262	15,807	1,831	975	2,170	188	47	0	38,250		
143,321		10.56	0.88	11.03	1.28	0.68	1.51	0.13	0.03	0.00	26.69		
BOC Acura		6,794	2,393	15,959	319	2,696	2,899	415	113	0	32,626		
96,635		7.03	2.48	16.51	0.33	2.79	3.00	0.43	0.12	0.00	33.76		
		7,621	2,268	16,882	319	2,236	2,682	478	91	0	33,585		
115,360		6.61	1.97	14.63	0.28	1.94	2.32	0.41	0.08	0.00	29.11		
Nate-43		3,437	4,288	32,037	0	4,265	5,297	568	0	0	50,228		
148,695		2.31	2.88	21.55	0.00	2.87	3.56	0.38	0.00	0.00	33.78		
		3,574	4,871	32,182	0	4,133	4,774	495	0	0	50,160		
159,055		2.25	3.06	20.23	0.00	2.60	3.00	0.31	0.00	0.00	31.54		
BOC VW		10,983	2,060	12,754	426	1,402	2,187	572	122	372	32,203		
93,444		11.75	2.20	13.65	0.46	1.50	2.34	0.61	0.13	0.40	34.46		
		11,673	2,082	12,814	425	1,462	2,010	718	79	337	32,928		
102,947		11.34	2.02	12.45	0.41	1.42	1.95	0.70	0.08	0.33	31.99		
Rachel-97		0	472	7,842	0	1,699	2,669	432	99	0	15,304		
44,131		0.00	1.07	17.77	0.00	3.85	6.05	0.98	0.22	0.00	34.68		
		0	467	8,298	0	2,130	2,518	915	34	0	16,762		
38,271		0.00	1.22	21.68	0.00	5.57	6.58	2.39	0.09	0.00	43.80		
Weston-02		12,104	2,209	14,009	754	4,859	2,345	265	0	95	36,740		
105,853		11.43	2.09	13.23	0.71	4.59	2.22	0.25	0.00	0.09	34.71		
		13,117	2,139	14,048	600	5,005	2,065	327	0	59	37,460		
107,596		12.19	1.99	13.06	0.56	4.65	1.92	0.30	0.00	0.05	34.82		
Dan-20		15,114	7,207	74,356	0	8,091	8,133	701	0	0	114,502		
327,492		4.62	2.20	22.70	0.00	2.47	2.48	0.21	0.00	0.00	34.96		
		14,740	9,885	66,338	0	13,907	10,447	500	0	0	117,218		
288,006		5.12	3.43	23.03	0.00	4.83	3.63	0.17	0.00	0.00	40.70		

Page 43 P & A Personnel Expense Analysis N322 November 2016										A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors	Salesppl Sal +Cleric Comp	Compensation Other	Leave, Vacation Sick & Holiday	Employee Benefits +Demo Exp	Payroll Taxes	Training Expense	Uniforms & Laundry	Workrs Comp + Pensions	Total P & A Personnel Exp
Total P & A Gross / Month		A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross			
1	2	3	4	5	6	7	8	9	10	11	12
Rory-11		4,903	1,374	8,085	1,127	1,305	1,148	74	0	234	18,251
52,011		9.43	2.64	15.55	2.17	2.51	2.21	0.14	0.00	0.45	35.09
		7,227	1,438	8,851	1,493	1,732	904	0	0	780	22,425
73,538		9.83	1.96	12.04	2.03	2.36	1.23	0.00	0.00	1.06	30.49
Seth-45		3,003	4,047	26,817	0	4,720	4,824	448	0	32	44,269
123,683		2.43	3.27	21.68	0.00	3.82	3.90	0.36	0.00	0.03	35.79
		2,665	5,372	28,883	0	4,551	4,681	434	0	117	47,403
130,359		2.04	4.12	22.16	0.00	3.49	3.59	0.33	0.00	0.09	36.36
Andrew-47		24,444	77,486	21,222	0	20,844	9,026	1,629	237	0	154,888
431,749		5.66	17.95	4.92	0.00	4.83	2.09	0.38	0.05	0.00	35.87
		28,869	80,859	22,956	0	18,215	7,982	6,465	0	0	165,346
470,714		6.13	17.18	4.88	0.00	3.87	1.70	1.37	0.00	0.00	35.13

Page 44		P & A Semi Fixed Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner A Per Month B % Dept Gross	Office Supplies & Stationary A Per Month B % Dept Gross	Small Tools & Other Supplies A Per Month B % Dept Gross	Equip - Repairs Mnt,Depr,Rentl A Per Month B % Dept Gross	Bad Debts + Debts Recoverd A Per Month B % Dept Gross	Data Processing A Per Month B % Dept Gross	Credit Co Service Fees A Per Month B % Dept Gross	Travel, Lodging Meals & Ent. A Per Month B % Dept Gross	Membership, Dues & Pubs A Per Month B % Dept Gross	Postage & Freight A Per Month B % Dept Gross	Total P & A Semi Fixed Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Graydon-22	0	0	434	589	0	618	0	0	0	(1,061)	581		
42,406	0.00	0.00	1.02	1.39	0.00	1.46	0.00	0.00	0.00	(2.50)	1.37		
	0	48	581	1,833	140	1,332	0	141	0	(1,011)	5,240		
42,978	0.00	0.11	1.35	4.26	0.33	3.10	0.00	0.33	0.00	(2.35)	12.19		
Brandon-21	0	0	244	120	0	511	0	0	0	(170)	705		
23,412	0.00	0.00	1.04	0.51	0.00	2.18	0.00	0.00	0.00	(0.72)	3.01		
	0	14	80	574	0	1,422	0	3	0	239	3,211		
22,192	0.00	0.06	0.36	2.59	0.00	6.41	0.00	0.01	0.00	1.08	14.47		
Geoff-39	2,671	194	130	32	0	631	0	303	140	89	5,575		
121,293	2.20	0.16	0.11	0.03	0.00	0.52	0.00	0.25	0.12	0.07	4.60		
	2,807	143	191	0	0	750	0	113	135	56	5,389		
143,321	1.96	0.10	0.13	0.00	0.00	0.52	0.00	0.08	0.09	0.04	3.76		
Seth-45	265	456	112	1,689	0	3,143	0	0	0	(4)	8,120		
123,683	0.21	0.37	0.09	1.37	0.00	2.54	0.00	0.00	0.00	0.00	6.56		
	1,419	277	246	1,010	0	3,969	0	0	0	(382)	9,342		
130,359	1.09	0.21	0.19	0.77	0.00	3.04	0.00	0.00	0.00	(0.29)	7.17		
Nate-43	0	441	151	4,431	0	3,757	0	0	0	463	12,053		
148,695	0.00	0.30	0.10	2.98	0.00	2.53	0.00	0.00	0.00	0.31	8.11		
	0	382	520	4,338	0	4,248	0	0	0	1,012	13,523		
159,055	0.00	0.24	0.33	2.73	0.00	2.67	0.00	0.00	0.00	0.64	8.50		
Sean-35	4	144	49	3,171	70	1,518	0	0	0	50	6,988		
84,421	0.00	0.17	0.06	3.76	0.08	1.80	0.00	0.00	0.00	0.06	8.28		
	46	66	0	3,034	70	1,726	0	0	0	0	6,962		
110,703	0.04	0.06	0.00	2.74	0.06	1.56	0.00	0.00	0.00	0.00	6.29		
Israel-46	249	357	289	1,233	0	2,020	0	0	124	(13)	9,280		
111,221	0.22	0.32	0.26	1.11	0.00	1.82	0.00	0.00	0.11	(0.01)	8.34		
	90	250	925	1,424	0	1,524	0	0	175	74	9,478		
111,945	0.08	0.22	0.83	1.27	0.00	1.36	0.00	0.00	0.16	0.07	8.47		
Brock-07	428	866	0	7	0	1,148	0	638	194	370	6,951		
82,704	0.52	1.05	0.00	0.01	0.00	1.39	0.00	0.77	0.23	0.45	8.40		
	263	1,487	0	0	0	1,076	0	235	178	122	8,669		
103,173	0.25	1.44	0.00	0.00	0.00	1.04	0.00	0.23	0.17	0.12	8.40		
BOC GM 2	323	140	226	458	4	1,550	0	110	65	153	5,412		
63,792	0.51	0.22	0.35	0.72	0.01	2.43	0.00	0.17	0.10	0.24	8.48		
	382	(30)	223	458	1	1,569	0	111	112	154	5,556		
66,756	0.57	(0.05)	0.33	0.69	0.00	2.35	0.00	0.17	0.17	0.23	8.32		
Rory-11	521	484	128	63	0	1,374	0	56	58	79	4,439		
52,011	1.00	0.93	0.25	0.12	0.00	2.64	0.00	0.11	0.11	0.15	8.54		
	594	361	186	63	0	1,516	0	0	0	231	4,047		
73,538	0.81	0.49	0.25	0.09	0.00	2.06	0.00	0.00	0.00	0.31	5.50		
Matt-30	0	675	2,241	3,856	0	2,298	0	0	0	335	15,103		
175,401	0.00	0.39	1.28	2.20	0.00	1.31	0.00	0.00	0.00	0.19	8.61		
	0	908	2,284	3,667	0	2,760	0	161	0	184	15,723		
172,214	0.00	0.53	1.33	2.13	0.00	1.60	0.00	0.09	0.00	0.11	9.13		
BOC Ford 2	297	265	713	1,083	25	1,256	0	192	0	185	5,947		
63,395	0.47	0.42	1.12	1.71	0.04	1.98	0.00	0.30	0.00	0.29	9.38		

Page 44		P & A Semi Fixed Expense Analysis									N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner A Per Month B % Dept Gross	Office Supplies & Stationary A Per Month B % Dept Gross	Small Tools & Other Supplies A Per Month B % Dept Gross	Equip - Repairs Mnt,Depr,Rentl A Per Month B % Dept Gross	Bad Debts + Debts Recoverd A Per Month B % Dept Gross	Data Processing A Per Month B % Dept Gross	Credit Co Service Fees A Per Month B % Dept Gross	Travel, Lodging Meals & Ent. A Per Month B % Dept Gross	Membership, Dues & Pubs A Per Month B % Dept Gross	Postage & Freight A Per Month B % Dept Gross	Total P & A Semi Fixed Exp A Per Month B % Dept Gross			
1	2	3	4	5	6	7	8	9	10	11	12			
	364	236	711	1,044	5	1,294	0	103	0	225	5,266			
67,962	0.54	0.35	1.05	1.54	0.01	1.90	0.00	0.15	0.00	0.33	7.75			
Ray-44	1,139	200	189	2,082	0	2,091	0	0	0	144	7,405			
77,123	1.48	0.26	0.24	2.70	0.00	2.71	0.00	0.00	0.00	0.19	9.60			
	1,050	148	136	2,198	0	2,230	0	0	0	75	7,600			
77,277	1.36	0.19	0.18	2.84	0.00	2.89	0.00	0.00	0.00	0.10	9.83			
BOC Toyota	289	594	646	837	0	2,862	0	382	132	317	13,560			
137,706	0.21	0.43	0.47	0.61	0.00	2.08	0.00	0.28	0.10	0.23	9.85			
	394	553	625	839	0	2,803	0	443	65	363	13,473			
143,507	0.27	0.39	0.44	0.58	0.00	1.95	0.00	0.31	0.05	0.25	9.39			
BOC Mazda	620	321	193	398	0	1,174	0	258	133	481	5,942			
59,455	1.04	0.54	0.32	0.67	0.00	1.97	0.00	0.43	0.22	0.81	9.99			
	663	465	265	442	0	1,156	0	251	122	447	5,875			
62,820	1.06	0.74	0.42	0.70	0.00	1.84	0.00	0.40	0.19	0.71	9.35			
James-99	0	850	469	28	0	3,264	0	740	0	551	10,084			
95,964	0.00	0.89	0.49	0.03	0.00	3.40	0.00	0.77	0.00	0.57	10.51			
	0	825	566	1,138	0	2,317	0	370	0	1,782	10,638			
102,551	0.00	0.80	0.55	1.11	0.00	2.26	0.00	0.36	0.00	1.74	10.37			
Jorge-23	0	551	302	6,067	0	3,899	0	63	0	(126)	16,042			
149,979	0.00	0.37	0.20	4.05	0.00	2.60	0.00	0.04	0.00	(0.08)	10.70			
	0	754	247	5,855	0	4,186	0	0	0	46	17,477			
142,159	0.00	0.53	0.17	4.12	0.00	2.94	0.00	0.00	0.00	0.03	12.29			
BOC Honda	746	435	770	1,445	10	2,088	0	350	212	755	16,308			
150,288	0.50	0.29	0.51	0.96	0.01	1.39	0.00	0.23	0.14	0.50	10.86			
	854	515	830	1,543	5	2,123	0	288	178	777	16,749			
159,520	0.54	0.32	0.52	0.97	0.00	1.33	0.00	0.18	0.11	0.49	10.50			
BOC VW	1,492	574	402	1,335	34	1,974	0	220	170	166	10,307			
93,444	1.60	0.61	0.43	1.43	0.04	2.11	0.00	0.24	0.18	0.18	11.03			
	1,326	503	455	1,465	27	1,932	0	283	215	(65)	10,198			
102,947	1.29	0.49	0.44	1.42	0.03	1.88	0.00	0.28	0.21	(0.06)	9.91			
BOC Acura	706	276	381	532	0	1,521	0	246	137	977	11,831			
96,635	0.73	0.29	0.39	0.55	0.00	1.57	0.00	0.25	0.14	1.01	12.24			
	1,036	347	313	501	0	1,856	0	251	90	791	12,288			
115,360	0.90	0.30	0.27	0.43	0.00	1.61	0.00	0.22	0.08	0.69	10.65			
Austin-08	0	200	1,239	0	0	2,109	0	186	10	4,067	23,984			
194,439	0.00	0.10	0.64	0.00	0.00	1.08	0.00	0.10	0.01	2.09	12.33			
	0	305	862	0	0	2,411	0	129	0	3,327	24,726			
194,287	0.00	0.16	0.44	0.00	0.00	1.24	0.00	0.07	0.00	1.71	12.73			
Joseph-04	87	306	219	0	0	3,230	0	10	99	171	9,090			
73,561	0.12	0.42	0.30	0.00	0.00	4.39	0.00	0.01	0.14	0.23	12.36			
	48	99	403	0	0	2,823	0	0	27	(25)	7,955			
73,766	0.07	0.13	0.55	0.00	0.00	3.83	0.00	0.00	0.04	(0.03)	10.78			
Mary-37	800	464	193	3,071	0	1,939	0	169	0	972	11,025			
88,744	0.90	0.52	0.22	3.46	0.00	2.18	0.00	0.19	0.00	1.10	12.42			
	621	335	(396)	3,333	0	1,620	0	221	0	939	10,791			
112,598	0.55	0.30	(0.35)	2.96	0.00	1.44	0.00	0.20	0.00	0.83	9.58			

Page 44 P & A Semi Fixed Expense Analysis N322 November 2016										A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner A Per Month B % Dept Gross	Office Supplies & Stationary A Per Month B % Dept Gross	Small Tools & Other Supplies A Per Month B % Dept Gross	Equip - Repairs Mnt,Depr,Rentl A Per Month B % Dept Gross	Bad Debts + Debts Recoverd A Per Month B % Dept Gross	Data Processing A Per Month B % Dept Gross	Credit Co Service Fees A Per Month B % Dept Gross	Travel, Lodging Meals & Ent. A Per Month B % Dept Gross	Membership, Dues & Pubs A Per Month B % Dept Gross	Postage & Freight A Per Month B % Dept Gross	Total P & A Semi Fixed Exp A Per Month B % Dept Gross
1	2	3	4	5	6	7	8	9	10	11	12
Natasha-98	1,024	576	206	7,534	17	3,489	0	1,049	0	1,394	21,968
176,610	0.58	0.33	0.12	4.27	0.01	1.98	0.00	0.59	0.00	0.79	12.44
	2,213	552	331	7,219	0	5,083	0	1,402	0	1,653	24,599
191,122	1.16	0.29	0.17	3.78	0.00	2.66	0.00	0.73	0.00	0.86	12.87
Pete-06	0	54	187	479	0	990	0	92	0	125	3,724
29,755	0.00	0.18	0.63	1.61	0.00	3.33	0.00	0.31	0.00	0.42	12.51
	0	48	200	400	0	989	0	213	0	305	3,911
30,652	0.00	0.16	0.65	1.30	0.00	3.23	0.00	0.69	0.00	1.00	12.76
Mark-27	2,739	0	365	593	0	2,643	0	339	357	1,143	13,332
106,452	2.57	0.00	0.34	0.56	0.00	2.48	0.00	0.32	0.34	1.07	12.52
	3,428	0	293	267	0	2,926	0	194	398	1,089	13,169
117,220	2.92	0.00	0.25	0.23	0.00	2.50	0.00	0.17	0.34	0.93	11.23

Page 45		P & A Semi-Fixed Expense Continued & Fixed Expenses								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Accounting	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Total P & A Semi Fixed Exp	Rent & Equivalent	Utilities	P & A Fixed Expense		
Total P&A Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Graydon-22	0	0	0	0	0	0	0	581	0	0	0		
42,406	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.37	0.00	0.00	0.00		
	0	1,249	686	0	0	0	237	5,240	1,559	795	2,354		
42,978	0.00	2.91	1.60	0.00	0.00	0.00	0.55	12.19	3.63	1.85	5.48		
Brandon-21	0	0	0	0	0	0	0	705	0	0	0		
23,412	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.01	0.00	0.00	0.00		
	0	351	220	0	0	0	307	3,211	2,426	297	2,724		
22,192	0.00	1.58	0.99	0.00	0.00	0.00	1.38	14.47	10.93	1.34	12.27		
Geoff-39	52	266	55	0	579	0	434	5,575	4,236	317	4,552		
121,293	0.04	0.22	0.04	0.00	0.48	0.00	0.36	4.60	3.49	0.26	3.75		
	0	0	55	0	650	0	489	5,389	4,321	268	4,589		
143,321	0.00	0.00	0.04	0.00	0.45	0.00	0.34	3.76	3.01	0.19	3.20		
Seth-45	109	1,028	823	0	0	0	496	8,120	11,121	1,401	12,522		
123,683	0.09	0.83	0.67	0.00	0.00	0.00	0.40	6.56	8.99	1.13	10.12		
	131	1,318	837	0	0	0	517	9,342	11,174	971	12,145		
130,359	0.10	1.01	0.64	0.00	0.00	0.00	0.40	7.17	8.57	0.74	9.32		
Nate-43	125	1,484	626	0	0	0	573	12,053	15,446	1,882	17,328		
148,695	0.08	1.00	0.42	0.00	0.00	0.00	0.39	8.11	10.39	1.27	11.65		
	59	1,707	606	0	0	0	651	13,523	15,898	1,367	17,265		
159,055	0.04	1.07	0.38	0.00	0.00	0.00	0.41	8.50	10.00	0.86	10.85		
Sean-35	10	353	162	0	0	0	1,457	6,988	7,023	1,139	8,162		
84,421	0.01	0.42	0.19	0.00	0.00	0.00	1.73	8.28	8.32	1.35	9.67		
	99	401	183	0	0	0	1,333	6,962	7,502	1,190	8,692		
110,703	0.09	0.36	0.17	0.00	0.00	0.00	1.20	6.29	6.78	1.07	7.85		
Israel-46	20	108	1,353	0	2,728	0	811	9,280	7,151	1,551	8,702		
111,221	0.02	0.10	1.22	0.00	2.45	0.00	0.73	8.34	6.43	1.39	7.82		
	94	61	1,312	0	2,705	0	844	9,478	6,769	1,535	8,304		
111,945	0.08	0.05	1.17	0.00	2.42	0.00	0.75	8.47	6.05	1.37	7.42		
Brock-07	794	157	385	0	673	0	1,290	6,951	8,922	651	9,573		
82,704	0.96	0.19	0.46	0.00	0.81	0.00	1.56	8.40	10.79	0.79	11.57		
	3,050	125	372	0	530	0	1,231	8,669	9,517	727	10,244		
103,173	2.96	0.12	0.36	0.00	0.51	0.00	1.19	8.40	9.22	0.70	9.93		
BOC GM 2	85	152	288	0	1,021	0	837	5,412	3,586	604	4,190		
63,792	0.13	0.24	0.45	0.00	1.60	0.00	1.31	8.48	5.62	0.95	6.57		
	101	297	306	0	1,008	0	865	5,556	3,709	603	4,312		
66,756	0.15	0.45	0.46	0.00	1.51	0.00	1.30	8.32	5.56	0.90	6.46		
Rory-11	2	298	158	0	199	0	1,021	4,439	7,480	1,030	8,510		
52,011	0.00	0.57	0.30	0.00	0.38	0.00	1.96	8.54	14.38	1.98	16.36		
	22	0	157	0	0	0	917	4,047	8,456	1,242	9,698		
73,538	0.03	0.00	0.21	0.00	0.00	0.00	1.25	5.50	11.50	1.69	13.19		
Matt-30	85	3,987	735	0	0	0	891	15,103	20,682	2,198	22,880		
175,401	0.05	2.27	0.42	0.00	0.00	0.00	0.51	8.61	11.79	1.25	13.04		
	7	3,669	847	0	0	0	1,232	15,723	18,627	2,294	20,922		
172,214	0.00	2.13	0.49	0.00	0.00	0.00	0.72	9.13	10.82	1.33	12.15		
BOC Ford 2	93	848	240	0	0	0	750	5,947	4,580	635	5,215		
63,395	0.15	1.34	0.38	0.00	0.00	0.00	1.18	9.38	7.22	1.00	8.23		

Page 45		P & A Semi-Fixed Expense Continued & Fixed Expenses								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Accounting	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Total P & A Semi Fixed Exp	Rent & Equivalent	Utilities	P & A Fixed Expense		
Total P&A Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
	66	232	250	0	0	0	736	5,266	3,822	570	4,391		
67,962	0.10	0.34	0.37	0.00	0.00	0.00	1.08	7.75	5.62	0.84	6.46		
Ray-44	42	933	351	0	0	0	236	7,405	5,865	1,287	7,152		
77,123	0.05	1.21	0.45	0.00	0.00	0.00	0.31	9.60	7.60	1.67	9.27		
77,277	0.07	1.067	0.333	0	0	0	0.40	7,600	6,017	721	6,738		
		1.38	0.43	0.00	0.00	0.00		9.83	7.79	0.93	8.72		
BOC Toyota	173	707	484	0	3,120	0	3,016	13,560	11,280	1,251	12,531		
137,706	0.13	0.51	0.35	0.00	2.27	0.00	2.19	9.85	8.19	0.91	9.10		
143,507	0.13	0.24	0.38	0.00	2.22	0.00	2.18	13,473	11,720	1,122	12,842		
		0.24	0.38	0.00	2.22	0.00		9.39	8.17	0.78	8.95		
BOC Mazda	53	240	219	0	1,106	0	744	5,942	4,513	524	5,038		
59,455	0.09	0.40	0.37	0.00	1.86	0.00	1.25	9.99	7.59	0.88	8.47		
62,820	0.07	0.43	0.37	0.00	1.83	0.00	0.58	5,875	4,733	528	5,261		
		0.43	0.37	0.00	1.83	0.00		9.35	7.53	0.84	8.37		
James-99	417	934	210	0	0	0	2,622	10,084	5,300	1,329	6,629		
95,964	0.43	0.97	0.22	0.00	0.00	0.00	2.73	10.51	5.52	1.38	6.91		
102,551	0.06	0.46	0.27	0.00	0.00	0.00	2,834	10,638	5,446	1,032	6,478		
		0.46	0.27	0.00	0.00	0.00		10.37	5.31	1.01	6.32		
Jorge-23	5	2,066	496	0	0	0	2,718	16,042	14,039	1,993	16,032		
149,979	0.00	1.38	0.33	0.00	0.00	0.00	1.81	10.70	9.36	1.33	10.69		
142,159	0.00	2,738	615	0	0	0	3,034	17,477	15,457	1,766	17,224		
		1.93	0.43	0.00	0.00	0.00		12.29	10.87	1.24	12.12		
BOC Honda	324	559	497	0	6,231	0	1,888	16,308	10,847	1,403	12,250		
150,288	0.22	0.37	0.33	0.00	4.17	0.00	1.25	10.86	7.22	0.93	8.15		
159,520	0.23	0.31	0.32	0.00	3.99	0.00	1,907	16,749	10,811	1,394	12,205		
		0.31	0.32	0.00	3.99	0.00		10.50	6.78	0.87	7.65		
BOC VW	45	588	265	1,655	0	0	1,386	10,307	8,344	971	9,314		
93,444	0.05	0.63	0.28	1.77	0.00	0.00	1.48	11.03	8.93	1.04	9.97		
102,947	0.05	0.56	0.27	1.57	0.00	0.00	1,529	10,198	8,654	992	9,646		
		0.56	0.27	1.57	0.00	0.00		9.91	8.41	0.96	9.37		
BOC Acura	35	363	581	0	4,892	0	1,183	11,831	7,418	1,064	8,483		
96,635	0.04	0.38	0.60	0.00	5.06	0.00	1.22	12.24	7.68	1.10	8.78		
115,360	0.14	0.32	0.51	0.00	4.36	0.00	0.83	12,288	7,530	1,108	8,638		
		0.32	0.51	0.00	4.36	0.00		10.65	6.53	0.96	7.49		
Austin-08	162	1,281	882	0	7,098	0	6,749	23,984	11,780	1,949	13,729		
194,439	0.08	0.66	0.45	0.00	3.65	0.00	3.47	12.33	6.06	1.00	7.06		
194,287	0.13	0.68	0.46	0.00	3.81	0.00	4.01	24,726	12,004	2,440	14,444		
		0.68	0.46	0.00	3.81	0.00		12.73	6.18	1.26	7.43		
Joseph-04	399	102	116	0	1,429	0	2,922	9,090	8,986	968	9,954		
73,561	0.54	0.14	0.16	0.00	1.94	0.00	3.97	12.36	12.22	1.32	13.53		
73,766	0.46	0.14	0.15	0.00	1.44	0.00	4.01	7,955	8,955	815	9,770		
		0.14	0.15	0.00	1.44	0.00		10.78	12.14	1.10	13.24		
Mary-37	27	1,943	340	0	0	0	1,107	11,025	4,168	692	4,860		
88,744	0.03	2.19	0.38	0.00	0.00	0.00	1.25	12.42	4.70	0.78	5.48		
112,598	0.00	2,319	319	0	0	0	1,476	10,791	4,880	820	5,700		
		2.06	0.28	0.00	0.00	0.00		9.58	4.33	0.73	5.06		

Page 45 P & A Semi-Fixed Expense Continued & Fixed Expenses										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Accounting	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Total P & A Semi Fixed Exp	Rent & Equivalent	Utilities	P & A Fixed Expense		
Total P&A Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross								
1	2	3	4	5	6	7	8	9	10	11	12		
Natasha-98	326	2,126	946	0	0	0	3,282	21,968	31,084	2,255	33,339		
176,610	0.18	1.20	0.54	0.00	0.00	0.00	1.86	12.44	17.60	1.28	18.88		
	273	3,260	672	0	0	0	1,936	24,599	31,805	1,924	33,729		
191,122	0.14	1.71	0.35	0.00	0.00	0.00	1.01	12.87	16.64	1.01	17.65		
Pete-06	199	169	244	0	0	0	1,185	3,724	1,384	432	1,817		
29,755	0.67	0.57	0.82	0.00	0.00	0.00	3.98	12.51	4.65	1.45	6.11		
	128	191	239	0	0	0	1,194	3,911	1,336	391	1,727		
30,652	0.42	0.62	0.78	0.00	0.00	0.00	3.90	12.76	4.36	1.28	5.63		
Mark-27	379	892	226	0	0	0	3,657	13,332	9,646	746	10,392		
106,452	0.36	0.84	0.21	0.00	0.00	0.00	3.44	12.52	9.06	0.70	9.76		
	632	2,075	213	0	0	0	1,654	13,169	9,854	798	10,652		
117,220	0.54	1.77	0.18	0.00	0.00	0.00	1.41	11.23	8.41	0.68	9.09		

Page 46		Body Shop Profit Center								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Body Stalls C Stalls / Tech D Work in Proc	Body Shop A Sales / Month B Gross % Sales	Body Shop A Total Gross B Labor Gross Per Month	Variable Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total Body Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Body Empls B Advisors C Technicians D Non-Techs	A Sales Per B Gross Per Technician	A Sales Per B Gross Per Non-Tech Body Employee		
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Jag/LR	17,692	5,765	8	238	20	165	431	5,334	1.0	26,538	48,250		
1	32.59	5,717	0.13	4.13	0.35	2.86	7.48	92.52	0.0	8,648	15,723		
1.0	20,938	9,880	33	2,383	607	1,648	4,671	5,209	0.7	31,407	57,103		
0	47.19	9,876	0.34	24.12	6.14	16.68	47.28	52.72	0.4	14,820	26,945		
Lyndi-03	14,859	8,741	77	2,611	(1,510)	0	1,178	7,563	3.0	7,430	14,859		
0	58.82	6,418	0.88	29.87	(17.28)	0.00	13.47	86.53	0.0	4,370	8,741		
0.0	17,816	10,574	145	2,341	(2,189)	0	297	10,277	2.0	8,908	17,816		
0	59.35	7,658	1.37	22.14	(20.70)	0.00	2.81	97.19	1.0	5,287	10,574		
Graydon-22	29,174	15,404	27	8,066	788	0	8,881	6,523	3.6	14,587	18,233		
3	52.80	13,860	0.18	52.37	5.11	0.00	57.65	42.35	0.0	7,702	9,628		
1.5	30,929	17,458	223	15,264	3,482	2,018	20,988	(3,530)	2.0	15,465	19,331		
0	56.45	16,703	1.28	87.43	19.95	11.56	120.22	(20.22)	1.6	8,729	10,911		
BOC Mazda	14,744	7,956	301	3,079	752	570	4,702	3,253	0.9	27,031	45,052		
1	53.96	6,014	3.79	38.70	9.45	7.17	59.11	40.89	0.1	14,585	24,309		
1.7	10,451	6,606	168	2,707	717	643	4,234	2,372	0.5	19,161	31,934		
0	63.21	5,321	2.54	40.97	10.85	9.73	64.09	35.91	0.3	12,112	20,186		
Ray-44	156,780	85,404	3,192	33,261	8,389	6,227	51,069	34,335	9.6	26,130	43,550		
10	54.47	64,925	3.74	38.95	9.82	7.29	59.80	40.20	1.0	14,234	23,723		
1.7	102,720	64,327	1,971	27,195	9,565	5,775	44,506	19,821	6.0	17,120	28,533		
0	62.62	52,619	3.06	42.28	14.87	8.98	69.19	30.81	3.6	10,721	17,869		
BOC Toyota	106,032	62,768	12,516	21,885	12,608	8,520	48,124	14,645	9.8	20,828	22,365		
3	59.20	50,668	19.94	34.87	20.09	13.57	76.67	23.33	0.8	12,329	13,240		
0.7	117,279	68,000	13,795	20,803	13,235	8,338	48,963	19,037	5.1	23,037	24,738		
0	57.98	52,702	20.29	30.59	19.46	12.26	72.00	28.00	4.7	13,357	14,343		
BOC GM 2	47,384	27,107	1,094	10,957	5,274	3,913	21,238	5,868	5.6	14,683	20,321		
2	57.21	20,983	4.04	40.42	19.46	14.44	78.35	21.65	0.1	8,399	11,625		
0.7	59,915	32,460	972	11,637	5,025	3,776	21,410	11,050	3.2	18,565	25,694		
869	54.18	23,258	2.99	35.85	15.48	11.63	65.96	34.04	2.3	10,058	13,921		
BOC Ford 2	47,344	25,255	528	11,952	4,616	2,684	19,916	5,339	5.3	15,781	20,383		
7	53.34	22,465	2.09	47.33	18.28	10.63	78.86	21.14	0.4	8,418	10,873		
2.4	52,892	29,413	578	12,356	4,479	2,026	19,426	9,987	3.0	17,631	22,772		
0	55.61	25,871	1.97	42.01	15.23	6.89	66.05	33.95	2.3	9,804	12,663		
BOC Kia	47,236	20,203	3,975	6,457	4,235	2,259	16,926	3,276	3.4	23,618	33,740		
0	42.77	17,039	19.68	31.96	20.96	11.18	83.78	16.22	0.3	10,101	14,431		
0.0	47,349	22,003	3,704	6,184	4,920	2,223	17,032	4,972	2.0	23,675	33,821		
0	46.47	18,910	16.84	28.11	22.36	10.10	77.41	22.59	1.4	11,002	15,717		
BOC M-B	136,941	64,975	1,151	25,506	17,764	11,009	54,988	9,987	7.9	27,480	46,290		
0	47.45	57,465	1.77	39.25	27.34	16.94	84.63	15.37	1.1	13,038	21,963		
0.0	134,911	64,992	736	23,756	16,891	10,662	51,622	13,370	5.0	27,073	45,604		
0	48.17	58,429	1.13	36.55	25.99	16.40	79.43	20.57	3.0	13,042	21,969		
Brian-12	303,402	179,042	(660)	95,606	30,793	26,112	151,851	27,192	27.0	30,340	17,847		
0	59.01	147,912	(0.37)	53.40	17.20	14.58	84.81	15.19	7.0	17,904	10,532		
0.0	346,326	202,071	958	93,404	29,131	25,700	149,193	52,878	10.0	34,633	20,372		
870	58.35	167,366	0.47	46.22	14.42	12.72	73.83	26.17	17.0	20,207	11,887		
BOC Honda	154,233	77,575	2,395	39,282	13,040	11,786	66,503	11,071	11.9	23,161	29,403		
3	50.30	61,365	3.09	50.64	16.81	15.19	85.73	14.27	0.9	11,649	14,789		

Page 46		Body Shop Profit Center								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Body Stalls C Stalls / Tech D Work in Proc	Body Shop A Sales / Month B Gross % Sales	Body Shop A Total Gross B Labor Gross Per Month	Variable Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total Body Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Body Empls B Advisors C Technicians D Non-Techs	A Sales Per B Gross Per Technician	A Sales Per B Gross Per Non-Tech Body Employee		
1	2	3	4	5	6	7	8	9	10	11	12		
0.5	169,931	83,009	2,796	38,843	13,157	11,909	66,705	16,304	6.7	25,519	32,396		
0	48.85	64,667	3.37	46.79	15.85	14.35	80.36	19.64	5.2	12,465	15,825		
BOC VW	75,168	39,040	1,128	20,161	6,729	5,737	33,614	5,426	5.3	26,846	29,594		
1	51.94	29,891	2.89	51.64	17.24	14.70	86.10	13.90	0.9	13,943	15,370		
0.3	80,351	43,350	1,614	20,214	8,009	6,149	35,793	7,557	2.8	28,697	31,634		
0	53.95	34,966	3.72	46.63	18.48	14.18	82.57	17.43	2.5	15,482	17,067		
Mary-37	18,941	18,941	672	12,848	2,058	1,215	16,794	2,147	7.4	3,788	7,892		
0	100.00	18,941	3.55	67.83	10.87	6.41	88.67	11.33	0.0	3,788	7,892		
0.0	20,517	20,517	1,744	18,715	5,876	4,886	31,222	(10,705)	5.0	4,103	8,549		
0	100.00	20,517	8.50	91.22	28.64	23.81	152.18	(52.18)	2.4	4,103	8,549		
Nate-43	142,904	67,031	2,389	32,733	11,369	13,311	59,803	7,229	13.7	14,290	38,623		
20	46.91	59,668	3.56	48.83	16.96	19.86	89.22	10.78	2.0	6,703	18,117		
2.0	132,201	68,757	1,362	33,934	9,929	13,005	58,230	10,527	10.0	13,220	35,730		
0	52.01	58,336	1.98	49.35	14.44	18.91	84.69	15.31	3.7	6,876	18,583		
Israel-46	163,108	83,331	2,196	51,333	12,102	8,802	78,139	5,192	15.7	23,301	18,748		
0	51.09	69,879	2.64	61.60	14.52	10.56	93.77	6.23	2.0	11,904	9,578		
0.0	165,495	84,535	3,187	49,478	12,847	9,209	78,332	6,203	7.0	23,642	19,022		
0	51.08	69,687	3.77	58.53	15.20	10.89	92.66	7.34	8.7	12,076	9,717		
James-99	73,263	40,013	1,661	25,797	7,699	2,881	38,038	1,975	7.4	14,653	30,526		
6	54.61	38,078	4.15	64.47	19.24	7.20	95.06	4.94	0.0	8,003	16,672		
1.2	82,673	45,701	2,292	24,307	8,619	5,553	40,772	4,929	5.0	16,535	34,447		
0	55.28	43,108	5.02	53.19	18.86	12.15	89.21	10.79	2.4	9,140	19,042		
BOC Acura	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
0.0	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
Bob-42	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
0.0	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
Joseph-04	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
0.0	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
Lindsay-09	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
0.0	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
Geoff-39	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
0.0	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
Chris-19	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		
0.0	0	0	0	0	0	0	0	0	0.0	0	0		
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0		

Page 46 Body Shop Profit Center N322 November 2016										A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code B Body Stalls C Stalls / Tech D Work in Proc	Body Shop A Sales / Month B Gross % Sales	Body Shop A Total Gross B Labor Gross Per Month	Variable Expense Per Month % Dept Gross	Personnel Expense Per Month % Dept Gross	Semi-Fixed Expense Per Month % Dept Gross	Fixed Expense Per Month % Dept Gross	Total Body Expense Per Month % Dept Gross	Operating Profit Per Month % Dept Gross	A Body Empls B Advisors C Technicians D Non-Techs	A Sales Per B Gross Per Technician	A Sales Per B Gross Per Non-Tech Body Employee
1	2	3	4	5	6	7	8	9	10	11	12
Rachel-97	0	0	0	0	0	0	0	0	0.0	0	0
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0
0.0	0	0	0	0	0	0	0	0	0.0	0	0
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0
Brock-07	0	0	0	0	0	0	0	0	0.0	0	0
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0
0.0	0	0	0	0	0	0	0	0	0.0	0	0
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0
Erin-18	0	0	0	0	0	0	0	0	0.0	0	0
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0
0.0	0	0	0	0	0	0	0	0	0.0	0	0
0	0.00	0	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	0

Page 47		Body Shop Sales & Gross Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Body Shop Unapplied Labor Per Month	Customer Body Shop Labor A Sales / Month B Gross % Sales	Warranty Claim Body Labor A Sales / Month B Gross % Sales	Internal Body Shop Labor A Sales / Month B Gross % Sales	Total Body Labor (incl Adj) A Sales / Month B Gross % Sales	Sublet Repairs Body Shop A Sales / Month B Gross % Sales	Body Shop Materials A Sales / Month B Gross % Sales	Total Body Shop A Sales / Month B Gross % Sales	A Body Techs B Body Advisrs C Tech/Advisor	Ttl Body Shop Repair Orders A Per Month B Per Advisor	A Available Hrs For 1 Body Tech B Total Hours Billed / Month	A Flatrate Hours Billed B Flatrate Proficiency		
1	2	3	4	5	6	7	8	9	10	11	12		
Mary-37 0 0	18,941 100.00 20,517 100.00	0 0.00 0 0.00	0 0.00 0 0.00	18,941 100.00 20,517 100.00	0 0.00 0 0.00	0 0.00 0 0.00	18,941 100.00 20,517 100.00	5.0 0.0 0.0	226 0 324 0	0 0 0 0	0.0 0.00 0.0 0.00		
Rory-11 489 (1,657)	25,505 72.38 42,078 73.70	2,558 60.41 236 75.42	2,225 67.38 2,233 66.64	30,289 72.61 44,547 69.63	12,788 32.97 29,085 22.02	10,144 42.96 18,170 49.10	53,220 57.44 91,802 50.48	5.0 0.0 0.0	45 0 41 0	0 505 0 732	101.0 0.00 146.4 0.00		
BOC Toyota (85) (133)	61,207 67.56 63,257 68.11	460 79.71 415 90.31	12,624 71.55 12,904 72.68	74,291 68.20 76,575 68.82	17,741 23.73 27,113 25.01	14,001 56.36 13,591 62.66	106,032 59.20 117,279 57.98	5.1 0.8 6.6	153 198 148 192	37 1,417 39 1,452	278.4 420.51 285.3 400.96		
Brian-12 0 0	217,877 66.57 243,994 67.27	1,529 86.04 2,131 87.05	2,350 66.46 2,033 67.68	221,756 66.70 248,158 67.44	33,608 24.07 50,584 22.15	48,038 47.96 47,584 49.39	303,402 59.01 346,326 58.35	10.0 7.0 1.4	193 28 188 27	0 4,111 0 4,592	411.1 0.00 459.2 0.00		
Graydon-22 0 0	14,139 65.63 18,311 58.72	417 98.28 460 82.83	6,359 65.59 8,285 67.23	20,915 66.27 27,056 61.73	3,947 21.11 3,869 19.41	4,312 16.49 4 100.00	29,174 52.80 30,929 56.45	2.0 0.0 0.0	44 0 72 0	0 0 0 0	0.0 0.00 0.0 0.00		
Ray-44 (502) 13	78,659 67.42 72,107 66.22	338 80.94 0 0.00	22,585 53.68 8,675 55.95	101,582 63.91 80,782 65.14	39,020 29.58 4,684 19.51	16,178 55.24 17,254 62.56	156,780 54.47 102,720 62.62	6.0 1.0 6.0	282 282 215 215	185 2,223 168 1,699	370.5 200.27 283.2 168.57		
BOC Mazda (50) 18	7,210 67.52 6,877 66.86	34 80.94 0 0.00	2,180 53.60 1,208 58.29	9,424 63.82 8,085 65.81	3,859 29.69 547 32.97	1,461 54.46 1,819 60.77	14,744 53.96 10,451 63.21	0.5 0.1 6.0	26 289 26 281	187 209 168 173	382.3 204.44 318.0 189.29		
Weston-02 26 0	40,411 64.36 54,249 67.56	236 66.76 0 0.00	4,384 56.25 2,747 57.95	45,031 63.64 56,996 67.10	6,247 5.32 7,447 10.94	9,189 36.56 11,106 17.48	60,467 53.50 75,549 54.27	5.0 1.0 5.0	72 72 67 67	0 1,064 0 1,338	212.8 0.00 267.6 0.00		
BOC Honda (556) (416)	84,560 63.35 89,885 62.78	1,879 71.05 1,773 71.40	10,059 69.73 10,248 72.07	96,498 63.59 101,906 63.46	26,859 20.43 30,974 20.89	30,877 34.73 37,050 32.04	154,233 50.30 169,931 48.85	6.7 0.9 7.3	153 169 146 160	33 1,900 46 2,006	285.4 656.38 301.2 537.12		
BOC GM 2 (387) (644)	24,581 63.10 27,684 64.25	543 72.29 672 76.81	8,263 66.16 8,715 64.25	33,387 62.85 37,070 62.74	6,310 22.02 14,102 24.92	7,687 61.58 8,742 65.07	47,384 57.21 59,915 54.18	3.2 0.1 33.8	115 1,207 115 1,200	53 628 60 679	194.6 340.51 210.4 324.77		
BOC VW 0 0	44,615 63.33 50,458 64.66	2,027 61.62 2,137 61.27	1,108 34.79 2,095 49.18	47,750 62.60 54,690 63.94	16,928 29.82 15,678 29.34	10,490 39.10 9,983 37.89	75,168 51.94 80,351 53.95	2.8 0.9 3.0	33 35 32 34	146 905 143 908	323.1 189.93 324.4 203.70		
Group Avg (450)	69,666 61.11	1,182 74.95	7,777 55.51	73,694 60.50	22,423 16.95	15,372 38.67	104,798 50.41	6.4 2.3	128 128	161 1,634	240.3 685.46		

Page 47		Body Shop Sales & Gross Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Body Shop Unapplied Labor Per Month	Customer Body Shop Labor A Sales / Month B Gross % Sales	Warranty Claim Body Labor A Sales / Month B Gross % Sales	Internal Body Shop Labor A Sales / Month B Gross % Sales	Total Body Labor (incl Adj) A Sales / Month B Gross % Sales	Sublet Repairs Body Shop A Sales / Month B Gross % Sales	Body Shop Materials A Sales / Month B Gross % Sales	Total Body Shop A Sales / Month B Gross % Sales	A Body Techs B Body Advisrs C Tech/Advisor	Ttl Body Shop Repair Orders A Per Month B Per Advisor	A Available Hrs For 1 Body Tech B Total Hours Billed / Month	A Flatrate Hours Billed B Flatrate Proficiency		
1	2	3	4	5	6	7	8	9	10	11	12		
	73,646	1,275	7,648	81,069	27,884	17,310	119,305	6.1	134	151	250.1		
(1,295)	60.91	79.81	58.49	60.30	14.51	39.77	48.86		134	1,701	774.99		
Israel-46	115,887	0	0	115,887	19,331	27,890	163,108	7.0	132	0	367.9		
(1,123)	61.27	0.00	0.00	60.30	23.62	31.86	51.09	2.0	66	2,575	0.00		
	114,990	0	0	114,990	21,505	29,000	165,495	3.5	140	0	365.0		
(596)	61.12	0.00	0.00	60.60	28.58	30.00	51.08		70	2,555	0.00		
Austin-08	98,370	19	11,083	109,472	6,644	19,728	135,844	10.0	181	0	223.3		
0	59.85	70.42	62.22	60.09	16.00	38.79	54.84	1.0	181	2,233	0.00		
	99,237	0	9,561	108,798	4,480	22,730	136,008	10.0	171	0	222.1		
0	59.44	0.00	58.49	59.36	16.58	33.66	53.65		171	2,221	0.00		
BOC Ford 2	30,225	1,416	5,928	37,569	3,368	6,407	47,344	3.0	63	88	243.0		
(337)	59.44	77.19	63.14	59.80	15.34	35.49	53.34	0.4	174	729	490.35		
	32,661	3,065	6,416	42,142	3,801	6,950	52,892	8.3	65	68	253.9		
(312)	60.22	77.67	64.45	61.39	16.89	41.73	55.61		180	762	413.84		
Matt-30	131,503	144	178	131,825	16,673	34,876	183,374	9.0	143	132	362.4		
(974)	60.10	79.15	29.94	59.34	7.73	33.74	49.78	3.0	48	3,262	274.55		
	97,788	0	525	98,313	13,460	28,045	139,818	3.0	112	121	313.9		
(1,260)	57.34	0.00	14.86	55.83	5.66	15.92	42.99		37	2,825	259.42		
Natasha-98	113,251	4,419	6,847	124,516	120,887	18,575	263,977	8.0	169	0	183.1		
0	58.99	76.66	52.14	59.24	9.96	24.46	34.23	1.0	169	1,465	0.00		
	125,230	2,677	10,383	138,290	202,138	21,435	361,863	8.0	207	0	203.4		
0	58.63	77.10	59.67	59.07	8.60	25.73	28.90		207	1,627	0.00		
Jorge-23	59,831	1,357	1,883	63,071	4,769	13,783	81,622	7.0	91	0	72.7		
(12)	58.04	53.71	55.53	57.86	4.39	25.06	49.20	0.0	0	509	0.00		
	63,364	470	1,010	64,844	4,283	13,833	82,960	0.0	73	0	74.7		
(63)	57.27	59.57	46.14	57.02	3.76	44.38	52.16		0	523	0.00		
Ed-01	49,687	1,147	3,627	54,461	21,864	11,525	87,850	5.0	58	0	235.6		
0	56.05	79.75	52.44	56.31	24.65	31.42	45.16	0.0	0	1,178	0.00		
	59,778	968	3,431	64,177	29,987	13,741	107,905	0.0	84	0	280.8		
0	55.09	81.20	52.23	55.33	25.81	33.99	44.41		0	1,404	0.00		
Pete-06	21,844	0	5,220	27,064	5,866	5,609	38,540	4.0	36	0	147.0		
(5)	51.99	0.00	61.32	53.77	17.07	33.97	45.30	0.0	0	588	0.00		
	30,238	0	4,572	34,810	5,647	7,314	47,771	0.0	46	0	189.3		
0	54.90	0.00	62.80	55.94	13.95	31.99	47.31		0	757	0.00		
Seth-45	59,319	717	1,596	61,632	9,394	8,017	79,043	9.0	87	0	142.7		
0	52.79	76.42	58.53	53.21	20.67	24.25	46.41	0.0	0	1,284	0.00		
	63,999	40	2,336	66,375	8,920	10,534	85,829	0.0	95	0	153.7		
0	48.95	77.50	54.97	49.18	21.77	33.80	44.44		0	1,383	0.00		
James-99	54,334	3,474	14,961	72,768	0	495	73,263	5.0	142	0	224.0		
(1,498)	48.71	78.84	69.34	52.33	0.00	390.62	54.61	0.0	0	1,120	0.00		
	61,281	3,479	17,913	82,673	0	0	82,673	0.0	132	0	254.4		
(4,209)	50.38	79.36	76.38	52.14	0.00	0.00	55.28		0	1,272	0.00		
Nate-43	83,380	1,243	30,129	114,752	12,887	15,266	142,904	10.0	251	172	224.3		
0	54.04	82.95	45.08	52.00	5.33	43.74	46.91	2.0	125	2,243	130.41		
	84,046	1,014	26,880	111,940	4,281	15,980	132,201	5.0	218	168	240.6		
0	52.97	81.16	48.36	52.11	20.11	59.82	52.01		109	2,406	143.21		

Page 47		Body Shop Sales & Gross Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Body Shop Unappld Labor Per Month	Customer Body Shop Labor A Sales / Month B Gross % Sales	Warranty Claim Body Labor A Sales / Month B Gross % Sales	Internal Body Shop Labor A Sales / Month B Gross % Sales	Total Body Labor (incl Adj) A Sales / Month B Gross % Sales	Sublet Repairs Body Shop A Sales / Month B Gross % Sales	Body Shop Materials A Sales / Month B Gross % Sales	Total Body Shop A Sales / Month B Gross % Sales	A Body Techs B Body Advrs C Tech/Advisor	Ttl Body Shop Repair Orders A Per Month B Per Advisor	A Available Hrs For 1 Body Tech B Total Hours Billed / Month	A Flatrate Hours Billed B Flatrate Proficiency		
1	2	3	4	5	6	7	8	9	10	11	12		
Lyndi-03	1,391	10	11,127	12,527	0	2,332	14,859	2.0	98	0	73.5		
0	44.62	67.62	52.04	51.23	0.00	99.61	58.82	0.0	0	147	0.00		
	770	0	14,130	14,900	0	2,916	17,816	0.0	97	0	87.5		
0	52.21	0.00	51.35	51.40	0.00	100.00	59.35	0	0	175	0.00		
BOC M-B	104,402	0	9,906	114,308	9,730	12,903	136,941	5.0	133	0	354.1		
946	49.01	0.00	54.02	50.27	17.56	44.96	47.45	1.1	122	1,764	0.00		
	102,798	0	10,414	113,212	8,745	12,954	134,911	4.6	134	0	344.5		
1,589	49.71	0.00	55.12	51.61	15.57	40.15	48.17	0	124	1,717	0.00		
BOC Kia	25,696	0	9,231	34,927	12,309	0	47,236	2.0	86	0	230.3		
32	45.23	0.00	58.32	48.78	25.71	0.00	42.77	0.3	302	461	0.00		
	24,669	0	10,471	35,139	12,210	0	47,349	7.0	90	0	221.7		
202	48.57	0.00	64.25	53.82	25.33	0.00	46.47	0	315	443	0.00		

Page 48		Body Shop Repair Order Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Body Shop Work In Process	Customer Body A Effective Labor Rate B Sales/RO	Customer Body A ROs / Month B Flatrate Hours/RO	Warranty Body A Effective Labor Rate B Sales/RO	Warranty Body A ROs/Month B Flatrate Hours/RO	Internal Body A Effective Labor Rate B Sales/RO	Internal Body A ROs/Month B Flatrate Hours/RO	Total Body A Effective Labor Rate B Sales/RO	Total Body A ROs/Month B Flatrate Hours/RO	Body Lbr Rates A Customer B Warranty C Internal	Customer Body Parts/Labor Ratio			
1	2	3	4	5	6	7	8	9	10	11	12		
BOC Jag/LR	236.58	4	0.00	0	0.00	0	122.09	4	0.00	0.83			
0	4,826	20.4	0	0.0	0	0.0	4,826	39.5	0.00				
	836.74	3	0.00	0	0.00	0	287.54	3	0.00	0.89			
	8,362	10.0	0	0.0	0	0.0	8,362	29.1					
BOC VW	52.90	26	42.67	2	80.06	5	52.78	33	11.67	0.96			
0	1,748	33.0	822	19.3	236	3.0	1,461	27.7	11.67				
	59.81	25	43.20	3	138.50	5	60.22	32	11.67	0.82			
	2,046	34.2	844	19.5	462	3.3	1,723	28.6					
BOC M-B	63.01	68	0.00	0	92.29	64	64.79	133	11.67	0.47			
0	1,528	24.3	0	0.0	154	1.7	862	13.3	19.99				
	63.60	66	0.00	0	103.39	68	65.94	134	11.67	0.50			
	1,554	24.4	0	0.0	153	1.5	844	12.8					
Ed-01	44.00	40	112.52	4	93.75	14	46.23	58	44.00	0.53			
1,194	1,242	28.2	280	2.5	259	2.8	938	20.3	112.52				
	44.00	64	112.56	7	93.74	13	45.72	84	93.75	0.64			
	934	21.2	138	1.2	264	2.8	764	16.7					
Brian-12	54.00	182	107.71	5	38.00	6	53.94	193	54.00	0.85			
870	1,197	22.2	336	3.1	392	10.3	1,152	21.3	107.71				
	54.00	178	107.74	4	38.00	6	54.05	188	38.00	0.85			
	1,371	25.4	533	4.9	339	8.9	1,320	24.4					
BOC Toyota	52.13	62	91.99	2	53.02	89	52.42	153	42.65	0.65			
0	987	18.9	219	2.4	142	2.7	485	9.3	45.92				
	51.98	59	87.43	3	55.96	86	52.72	148	50.41	0.64			
	1,075	20.7	150	1.7	149	2.7	517	9.8					
Rory-11	62.00	27	58.00	6	45.00	12	59.99	45	62.00	0.51			
0	954	15.4	408	7.0	180	4.0	668	11.1	58.00				
	62.00	29	57.99	1	45.00	11	60.83	41	45.00	0.68			
	1,451	23.4	236	4.1	203	4.5	1,087	17.9					
Matt-30	40.38	142	55.00	1	55.00	0	40.41	143	55.00	1.32			
0	924	22.9	264	4.8	0	0.0	923	22.8	55.00				
	34.74	112	0.00	0	54.97	0	34.81	112	55.00	1.76			
	873	25.1	0	0.0	0	0.0	878	25.2					
Israel-46	45.00	132	0.00	0	0.00	0	45.00	132	45.00	1.06			
0	880	19.6	0	0.0	0	0.0	880	19.6	102.81				
	45.00	140	0.00	0	0.00	0	45.00	140	35.00	1.17			
	821	18.3	0	0.0	0	0.0	821	18.3					
BOC Honda	49.43	98	63.53	3	62.85	53	50.78	153	58.01	0.53			
0	867	17.5	713	11.2	189	3.0	629	12.4	76.11				
	49.47	94	57.31	2	64.73	50	50.80	146	60.91	0.55			
	961	19.4	780	13.6	206	3.2	700	13.8					
Ray-44	54.70	94	95.38	0	28.90	189	45.70	282	50.00	0.68			
0	841	15.4	3,720	39.0	120	4.1	360	7.9	86.00				
	53.22	84	0.00	0	25.22	131	47.55	215	50.00	0.78			
	858	16.1	0	0.0	66	2.6	376	7.9					
BOC Mazda	54.12	9	95.38	0	29.06	18	45.18	26	29.45	0.67			
0	839	15.5	3,720	39.0	123	4.2	359	7.9	21.36				

Page 48		Body Shop Repair Order Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Body Shop Work In Process	Customer Body A Effective Labor Rate B Sales/RO	Customer Body A ROs / Month B Flatrate Hours/RO	Warranty Body A Effective Labor Rate B Sales/RO	Warranty Body A ROs/Month B Flatrate Hours/RO	Internal Body A Effective Labor Rate B Sales/RO	Internal Body A ROs/Month B Flatrate Hours/RO	Total Body A Effective Labor Rate B Sales/RO	Total Body A ROs/Month B Flatrate Hours/RO	Body Lbr Rates A Customer B Warranty C Internal	Customer Body Parts/Labor Ratio			
1	2	3	4	5	6	7	8	9	10	11	12		
	54.43 870	8 16.0	0.00 0	0 0.0	25.65 69	18 2.7	46.61 317	26 6.8	26.82	0.78			
Austin-08	48.90 0	130 15.5	108.12 213	0 2.0	50.00 214	52 4.3	49.01 604	181 12.3	48.90 108.00	1.16			
	759 48.90 714	139 14.6	0.00 0	0 0.0	50.00 299	32 6.0	48.99 636	171 13.0	50.00	0.96			
Seth-45	48.00 0	82 15.0	48.00 161	4 3.4	48.00 0	0 0.0	48.00 711	87 14.8	48.00 48.00	0.78			
	722 48.00 821	78 17.1	48.19 20	2 0.4	48.00 0	0 0.0	48.00 699	95 14.6	48.00	1.23			
Natasha-98	85.00 0	158 8.4	85.00 438	10 5.2	85.00 0	0 0.0	85.00 739	169 8.7	85.00 85.00	1.16			
	715 85.00 623	201 7.3	85.01 446	6 5.2	85.00 0	0 0.0	85.00 668	207 7.9	85.00	0.95			
Weston-02	43.00 18,048	58 16.2	106.08 236	1 2.2	36.00 340	13 9.4	42.33 625	72 14.8	43.00 106.10	1.44			
	696 43.00 919	59 21.4	0.00 0	0 0.0	36.00 343	8 9.5	42.60 851	67 20.0	36.00	1.65			
Jorge-23	124.00 0	87 5.5	124.00 364	4 2.9	124.00 0	0 0.0	124.00 694	91 5.6	124.00 124.00	1.06			
	686 124.00 892	71 7.2	124.01 235	2 1.9	123.93 0	0 0.0	124.00 888	73 7.2	124.00	1.20			
BOC Kia	60.05 0	39 10.9	0.00 0	0 0.0	282.25 196	47 0.7	75.83 405	86 5.3	7.71 0.00	0.00			
	657 59.64 612	40 10.3	0.00 0	0 0.0	352.04 211	50 0.6	79.25 390	90 4.9	7.71	0.00			
Group Avg	54.62 6,704	106 14.0	80.05 197	6 3.4	47.79 314	50 7.0	54.13 578	128 12.4	62.62 83.70	0.98			
	654 54.22 661	111 15.4	86.23 249	12 3.3	50.25 313	47 6.2	54.03 604	134 13.5	62.67	1.02			
Pete-06	46.00 0	36 13.2	0.00 0	0 0.0	46.00 0	0 0.0	46.00 754	36 16.4	46.00 46.00	0.90			
	608 46.00 657	46 14.3	0.00 0	0 0.0	46.00 0	0 0.0	46.00 757	46 16.5	46.00	0.87			
BOC Ford 2	48.57 0	57 10.8	80.93 247	6 3.1	66.35 0	0 0.0	51.53 595	63 11.6	46.48 46.48	0.79			
	527 51.17 586	56 11.4	95.31 492	6 5.2	70.22 0	0 0.0	55.32 646	65 11.7	46.48	0.85			
BOC GM 2	53.40 869	52 8.8	55.35 143	4 2.6	52.30 140	59 2.7	53.15 290	115 5.4	48.50 64.38	0.76			
	469 54.37 512	54 9.4	91.37 151	4 1.7	53.68 155	56 2.9	54.61 324	115 5.9	56.88	0.68			
James-99	65.00 0	120 7.0	65.00 159	22 2.4	65.00 0	0 0.0	65.00 513	142 7.9	65.00 65.00	0.91			
	453 65.00 515	119 7.9	65.00 268	13 4.1	65.00 0	0 0.0	65.00 626	132 9.6	65.00	0.90			

Page 48		Body Shop Repair Order Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Body Shop Work In Process	Customer Body A Effective Labor Rate B Sales/RO	Customer Body A ROs / Month B Flatrate Hours/RO	Warranty Body A Effective Labor Rate B Sales/RO	Warranty Body A ROs/Month B Flatrate Hours/RO	Internal Body A Effective Labor Rate B Sales/RO	Internal Body A ROs/Month B Flatrate Hours/RO	Total Body A Effective Labor Rate B Sales/RO	Total Body A ROs/Month B Flatrate Hours/RO	Body Lbr Rates A Customer B Warranty C Internal	Customer Body Parts/Labor Ratio			
1	2	3	4	5	6	7	8	9	10	11	12		
Graydon-22	0.00	40	0.00	4	0.00	0	0.00	44	0.00	1.00			
0	353	0.0	96	0.0	0	0.0	470	0.0	0.00				
	0.00	66	0.00	6	0.00	0	0.00	72	0.00	0.89			
	277	0.0	77	0.0	0	0.0	376	0.0					
Nate-43	55.30	243	96.30	8	41.73	0	51.17	251	52.00	0.80			
0	343	6.2	159	1.7	0	0.0	458	8.9	52.00				
	52.75	177	92.18	5	33.53	76	46.53	218	52.00	0.82			
	475	9.0	203	2.2	354	10.5	513	11.0					
Lyndi-03	85.00	13	88.24	0	85.00	85	85.00	98	85.00	0.01			
0	106	1.2	105	1.2	130	1.5	127	1.5	88.00				
	84.99	7	0.00	0	85.00	90	85.00	97	85.00	0.00			
	110	1.3	0	0.0	157	1.8	154	1.8					

Page 49		Body Shop Variable Selling Expense Analysis						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incnet A Per Month B % Dept Gross	Salespeople Comm&Incnet A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Ttl Body Shop Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B # of Body Employees	A Body Labor Gross Per Hour B Avg Paid Tech / Hour	A Breakeven Labor Sales B Breakeven Hours	A Gross Per B Expense Per Body Shop Technician	
1	2	3	4	5	6	7	8	9	10	11	12	
Brian-12	2,815	0	2,815	0	0	(3,475)	(660)	3,541	35.98	227,662	17,904	
179,042	1.57	0.00	1.57	0.00	0.00	(1.94)	(0.37)	27.0	17.96	4,220.4	15,185	
	3,016	0	3,016	0	0	(2,058)	958	3,459	36.45	221,223	20,207	
202,071	1.49	0.00	1.49	0.00	0.00	(1.02)	0.47		17.60	4,093.1	14,919	
Pete-06	(365)	0	(365)	0	0	359	(6)	2,257	24.74	32,656	4,365	
17,460	(2.09)	0.00	(2.09)	0.00	0.00	2.06	(0.37)	5.5	21.26	709.7	4,390	
	32	0	32	0	0	385	417	2,124	25.73	30,656	5,650	
22,601	0.14	0.00	0.14	0.00	0.00	1.70	1.85		20.27	666.5	4,287	
BOC Acura	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Bob-42	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Joseph-04	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Lindsay-09	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Geoff-39	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Chris-19	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Rachel-97	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Brock-07	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Erin-18	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0	0	
Sean-35	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0	

Page 49		Body Shop Variable Selling Expense Analysis						N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incent A Per Month B % Dept Gross	Salespeople Comm&Incent A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Ttl Body Shop Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B # of Body Employees	A Body Labor Gross Per Hour B Avg Paid Tech / Hour	A Breakeven Labor Sales B Breakeven Hours	A Gross Per B Expense Per Body Shop Technician	
1	2	3	4	5	6	7	8	9	10	11	12	
	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Larry-33	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Andrew-05	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Sean-15	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Helder-16	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Don-17	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Bradley-38	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Adrian-31	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Kevin-40	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Mark-27	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Mark-34	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
0	0	0	0	0	0	0	0	0	0.00	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
Lisa-36	0	0	0	0	0	0	0	0	0.00	(6)	0	
(0)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	
	0	0	0	0	0	0	0	0	0.00	0	0	
(2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0	

Page 49		Body Shop Variable Selling Expense Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Advertising & Sales Promo A Per Month B % Dept Gross	Advertising Rebates A Per Month B % Dept Gross	Net Advertising & Sales Promo A Per Month B % Dept Gross	Managers Comm&Incent A Per Month B % Dept Gross	Salespeople Comm&Incent A Per Month B % Dept Gross	Policy Expense A Per Month B % Dept Gross	Ttl Body Shop Variable Exp A Per Month B % Dept Gross	A Comp+Persnl Exp / Employee B # of Body Employees	A Body Labor Gross Per Hour B Avg Paid Tech / Hour	A Breakeven Labor Sales B Breakeven Hours	A Gross Per B Expense Per Body Shop Technician		
1	2	3	4	5	6	7	8	9	10	11	12		
Brandon-21	0	0	0	0	0	0	0	0	0.00	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0		
0	0	0	0	0	0	0	0	0	0.00	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0		
Andrew-47	0	0	0	0	0	0	0	0	0.00	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0		
0	0	0	0	0	0	0	0	0	0.00	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0		
Dan-20	0	0	0	0	0	0	0	0	0.00	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0.00	0.0	0		
0	0	0	0	0	0	0	0	0	0.00	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0	0		

Page 50		Body Shop Personnel Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors	Salespl Sal +Cleric Comp	Compensation Other	Leave, Vacation Sick & Holiday	Employe Benfits +Demo Exp	Payroll Taxes	Training Expense	Uniforms & Laundry	Worksrs Comp + Pensions	Ttl Body Shop Personnel Exp		
Ttl Body Shop Gross / Month		A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Marcella-96		0	0	0	0	0	0	525	0	0	525		
(47)		0.00	0.00	0.00	0.00	0.00	0.00	(1,128.91)	0.00	0.00	(1,128.91)		
		0	0	0	0	0	0	236	0	0	236		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
BOC Acura		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Bob-42		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Joseph-04		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Lindsay-09		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Geoff-39		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Chris-19		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Rachel-97		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Brock-07		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Erin-18		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-35		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Larry-33		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 50		Body Shop Personnel Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors A Per Month B % Dept Gross	Salespl Sal +Cleric Comp A Per Month B % Dept Gross	Compensation Other A Per Month B % Dept Gross	Leave, Vacation Sick & Holiday A Per Month B % Dept Gross	Employe Benefits +Demo Exp A Per Month B % Dept Gross	Payroll Taxes A Per Month B % Dept Gross	Training Expense A Per Month B % Dept Gross	Uniforms & Laundry A Per Month B % Dept Gross	Workrs Comp + Pensions A Per Month B % Dept Gross	Ttl Body Shop Personnel Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Andrew-05		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-15		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Helder-16		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Don-17		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Bradley-38		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Adrian-31		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Kevin-40		0	(3)	0	0	0	0	0	0	0	(3)		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-27		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-34		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Lisa-36		0	0	0	0	0	0	0	0	0	0		
		(0)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		(2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Brandon-21		0	0	0	0	0	61	0	0	0	61		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		0	0	0	0	0	0	0	0	0	0		
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 50		Body Shop Personnel Expense Analysis								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code		Compensation Supervisors A Per Month B % Dept Gross	Salespl Sal +Cleric Comp A Per Month B % Dept Gross	Compensation Other A Per Month B % Dept Gross	Leave, Vacation Sick & Holiday A Per Month B % Dept Gross	Employee Benefits +Demo Exp A Per Month B % Dept Gross	Payroll Taxes A Per Month B % Dept Gross	Training Expense A Per Month B % Dept Gross	Uniforms & Laundry A Per Month B % Dept Gross	Workrs Comp + Pensions A Per Month B % Dept Gross	Ttl Body Shop Personnel Exp A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Andrew-47		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Dan-20		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0		0	0	0	0	0	0	0	0	0	0		
0		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
BOC Jag/LR		94	100	8	0	2	25	1	0	8	238		
5,765		1.64	1.73	0.14	0.00	0.03	0.43	0.02	0.00	0.15	4.13		
		943	1,000	78	0	18	249	11	2	84	2,383		
9,880		9.54	10.12	0.79	0.00	0.18	2.52	0.11	0.02	0.85	24.12		

Page 51		Body Shop Semi Fixed Expense Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner	Office Supplies & Stationary	Small Tools & Other Supplies	Equip - Repairs Mnt,Depr,Rentl	Bad Debts + Debts Recovered	Data Processing	Credit Co Service Fees	Travel, Lodging Meals & Ent.	Membership, Dues & Pubs	Postage & Freight	Ttl Body Shop Semi Fixed Exp		
Ttl Body Shop Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Lisa-36	0	0	(13)	0	0	0	0	0	0	0	19		
(0)	0.00	0.00	6,950.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(10,550.00)		
	0	0	(4)	0	0	0	0	0	0	0	(4)		
(2)	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00		
Marcella-96	567	55	63	0	0	1	0	72	330	0	1,865		
(47)	(1,218.55)	(117.38)	(136.13)	0.00	0.00	(2.73)	0.00	(155.47)	(708.20)	0.00	(4,006.05)		
	0	0	0	0	0	0	0	0	74	0	284		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Lyndi-03	0	0	(1,737)	18	0	0	0	0	0	1	(1,510)		
8,741	0.00	0.00	(19.87)	0.21	0.00	0.00	0.00	0.00	0.00	0.01	(17.28)		
	0	0	(2,349)	0	0	0	0	0	0	0	(2,189)		
10,574	0.00	0.00	(22.21)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(20.70)		
BOC Acura	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Bob-42	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Joseph-04	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Lindsay-09	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Geoff-39	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Chris-19	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Rachel-97	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Brock-07	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Erin-18	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 51		Body Shop Semi Fixed Expense Analysis							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner	Office Supplies & Stationary	Small Tools & Other Supplies	Equip - Repairs Mnt,Depr,Rentl	Bad Debts + Debts Recoverd	Data Processing	Credit Co Service Fees	Travel, Lodging Meals & Ent.	Membership, Dues & Pubs	Postage & Freight	Ttl Body Shop Semi Fixed Exp		
Ttl Body Shop Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-35	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Larry-33	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Andrew-05	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-15	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Helder-16	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Don-17	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Bradley-38	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Adrian-31	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Kevin-40	0	0	0	0	0	0	0	0	0	0	139		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-27	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-34	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 51 Body Shop Semi Fixed Expense Analysis N322 November 2016											A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Company Veh & Service Loaner	Office Supplies & Stationary	Small Tools & Other Supplies	Equip - Repairs Mnt,Depr,Rentl	Bad Debts + Debts Recoverd	Data Processing	Credit Co Service Fees	Travel, Lodging Meals & Ent.	Membership, Dues & Pubs	Postage & Freight	Ttl Body Shop Semi Fixed Exp	
Ttl Body Shop Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross				
1	2	3	4	5	6	7	8	9	10	11	12	
Brandon-21	0	0	0	0	0	0	0	0	0	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
0	0	0	0	0	0	0	0	0	0	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Andrew-47	0	0	0	0	0	0	0	0	0	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
0	0	0	0	0	0	0	0	0	0	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Dan-20	0	0	0	0	0	0	0	0	0	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
0	0	0	0	0	0	0	0	0	0	0	0	
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	

Page 52		Body Shop Semi-Fixed Expense Continued & Fixed Expenses								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Audit	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Ttl Body Shop Semi Fixed Exp	Rent & Equivalent	Utilities	Body Shop Fixed Expense		
Ttl Body Shop Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
Lisa-36	0	0	0	0	32	0	0	19	0	0	0		
(0)	0.00	0.00	0.00	0.00	(17,500.00)	0.00	0.00	(10,550.00)	0.00	0.00	0.00		
	0	0	0	0	0	0	0	(4)	0	0	0		
(2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00		
Marcella-96	0	0	0	0	137	0	640	1,865	0	0	0		
(47)	0.00	0.00	0.00	0.00	(293.55)	0.00	(1,374.02)	(4,006.05)	0.00	0.00	0.00		
	0	0	0	0	210	0	0	284	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Lyndi-03	0	0	0	0	79	0	129	(1,510)	0	0	0		
8,741	0.00	0.00	0.00	0.00	0.90	0.00	1.47	(17.28)	0.00	0.00	0.00		
	0	0	0	0	0	0	0	160	0	0	0		
10,574	0.00	0.00	0.00	0.00	0.00	0.00	1.51	(2,189)	0.00	0.00	0.00		
	0	0	0	0	0	0	0	(20.70)	0.00	0.00	0.00		
BOC Acura	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Bob-42	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Joseph-04	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Lindsay-09	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Geoff-39	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Chris-19	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Rachel-97	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Brock-07	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Erin-18	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 52		Body Shop Semi-Fixed Expense Continued & Fixed Expenses								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Audit	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Ttl Body Shop Semi Fixed Exp	Rent & Equivalent	Utilities	Body Shop Fixed Expense		
Ttl Body Shop Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross		
1	2	3	4	5	6	7	8	9	10	11	12		
	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-35	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Larry-33	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Andrew-05	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Sean-15	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Helder-16	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Don-17	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Bradley-38	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Adrian-31	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Kevin-40	0	0	0	0	0	0	0	139	139	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-27	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Mark-34	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 52 Body Shop Semi-Fixed Expense Continued & Fixed Expenses										N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code	Contributions	Legal & Audit	Telephone	Management Co. Fees	Outside Services	Bank Fees	Other Insurance & Taxes + Misc	Ttl Body Shop Semi Fixed Exp	Rent & Equivalent	Utilities	Body Shop Fixed Expense		
Ttl Body Shop Gross / Month	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross	A Per Month B % Dept Gross								
1	2	3	4	5	6	7	8	9	10	11	12		
Brandon-21	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Andrew-47	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Dan-20	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0	0	0	0	0		
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		

Page 57		Total Dealership Personnel Productivity Summary						N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total Dealership Employees			Employees (incl prorated office) A=New, B=Used C=S&B, D=Parts					Svc & Body A Sales B Gross Per Employee	Svc & Body A Expense B Oper Profit Per Employee	Total P&A A Sales B Gross Per Employee	Total P&A A Expense B Oper Profit Per Employee
1	2	3	4	5	6	7	8	9	10	11	12
Ed-01			18.6					7,692	4,797	67,365	11,960
83.0			12.9					4,608	(189)	20,566	8,606
			43.8					8,282	5,122	70,184	11,384
			7.8					4,791	(332)	21,381	9,997
Weston-02			42.9					6,961	4,616	43,948	9,853
116.0			11.2					4,781	165	14,909	5,056
			53.3					7,162	4,582	44,537	9,867
			7.1					4,879	297	15,154	5,287
Lyndi-03			8.5					7,733	4,858	34,812	10,056
33.0			7.5					5,437	578	9,852	(204)
			14.0					9,707	4,506	39,861	10,331
			3.0					6,904	2,398	11,760	1,429
Joseph-04			13.9					7,120	4,656	75,133	15,023
45.0			6.1					4,821	165	24,520	9,497
			22.0					7,066	4,589	71,487	14,546
			3.0					4,554	(35)	24,589	10,043
Andrew-05			24.9					13,067	5,268	31,873	6,396
54.0			17.1					5,334	66	6,303	(93)
			9.0					14,811	5,903	33,474	7,029
			3.1					5,930	27	7,512	482
Pete-06			11.0					6,198	3,166	26,166	6,293
34.0			3.1					3,344	177	8,265	1,972
			16.3					6,276	2,975	28,358	5,980
			3.6					3,331	356	8,514	2,534
Brock-07			8.0					13,180	7,926	68,805	11,044
34.9			7.0					8,667	742	21,764	10,720
			16.1					15,284	8,683	94,824	13,664
			3.8					10,325	1,642	27,151	13,487
Austin-08			33.0					7,529	4,815	56,806	9,801
131.0			22.7					5,153	339	16,619	6,818
			63.7					7,214	4,951	56,407	9,114
			11.7					4,947	(4)	16,606	7,491
Lindsay-09			33.3					6,947	5,373	38,089	9,467
136.0			17.5					5,246	(127)	12,974	3,507
			70.0					7,218	5,544	38,058	9,967
			15.3					5,393	(151)	13,285	3,319
Rory-11			11.3					5,558	3,951	30,011	6,883
44.2			3.5					3,156	(796)	11,066	4,183
			24.7					8,164	4,537	50,078	7,966
			4.7					4,751	214	15,646	7,681
Brian-12			48.0					7,480	4,990	37,538	7,258
200.0			29.0					5,138	148	11,184	3,926
			103.0					7,829	4,933	36,289	6,938
			20.0					5,367	434	10,570	3,632
Sean-15			24.5					13,525	8,674	43,899	11,798
109.5			26.5					8,227	(448)	13,967	2,169

Page 57		Total Dealership Personnel Productivity Summary						N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total Dealership Employees			Employees (incl prorated office) A=New, B=Used C=S&B, D=Parts					Svc & Body A Sales B Gross Per Employee	Svc & Body A Expense B Oper Profit Per Employee	Total P&A A Sales B Gross Per Employee	Total P&A A Expense B Oper Profit Per Employee
1	2	3	4	5	6	7	8	9	10	11	12
			43.5					15,355	9,050	44,963	14,031
			15.0					8,244	(806)	13,593	(438)
Helder-16			38.3					6,954	5,330	65,023	11,130
144.0			20.3					4,875	(454)	18,993	7,863
			74.3					6,970	4,963	59,924	10,759
			11.3					4,761	(202)	16,147	5,388
Don-17			22.5					8,978	8,126	59,984	16,497
73.0			13.5					6,333	(1,793)	18,804	2,307
			31.0					9,083	8,463	60,644	18,935
			6.0					6,524	(1,939)	19,319	383
Erin-18			4.1					13,946	10,068	44,802	11,176
12.0			2.5					9,210	(859)	13,678	2,501
			4.0					15,249	10,805	53,076	11,768
			1.4					10,850	45	15,359	3,591
Chris-19			23.9					5,332	3,953	52,391	12,451
75.0			15.9					3,253	(700)	17,271	4,820
			30.3					5,526	4,700	55,323	12,927
			5.0					3,523	(1,176)	16,077	3,150
Dan-20			81.2					8,628	5,322	56,667	11,024
223.0			18.1					5,406	84	15,023	3,999
			101.9					7,907	5,686	50,875	11,849
			21.8					4,967	(719)	13,211	1,362
Brandon-21			1.0					7,867	2,817	33,588	3,783
16.0			1.0					5,626	2,809	11,706	7,923
			7.0					6,800	5,656	34,158	8,105
			2.0					5,071	(585)	11,096	2,991
Graydon-22			11.4					6,618	2,979	24,908	3,815
43.0			10.2					4,123	1,144	7,440	3,625
			15.7					6,397	4,691	25,702	5,614
			5.7					4,015	(675)	7,540	1,926
Jorge-23			21.9					11,250	8,903	66,585	15,364
65.0			5.3					7,344	(1,558)	22,056	6,692
			31.0					10,613	8,065	66,928	15,110
			6.8					6,959	(1,105)	20,906	5,796
Mark-27			11.0					12,084	6,980	44,785	9,841
53.0			13.0					8,900	1,920	15,207	5,366
			21.0					14,049	7,509	53,248	10,440
			7.0					9,836	2,327	16,746	6,305
Matt-30			27.0					8,062	4,688	48,667	9,156
142.0			15.0					4,840	152	12,993	3,837
			78.0					7,302	4,697	48,888	8,901
			13.5					4,217	(479)	12,757	3,856
Adrian-31			33.0					11,249	5,145	55,239	13,131
91.0			9.0					6,615	1,469	19,178	6,047
			42.0					9,222	4,804	52,932	13,085
			7.0					5,950	1,146	17,879	4,794

Page 57		Total Dealership Personnel Productivity Summary						N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Total Dealership Employees			Employees (incl prorated office) A=New, B=Used C=S&B, D=Parts					Svc & Body A Sales B Gross Per Employee	Svc & Body A Expense B Oper Profit Per Employee	Total P&A A Sales B Gross Per Employee	Total P&A A Expense B Oper Profit Per Employee
1	2	3	4	5	6	7	8	9	10	11	12
Larry-33			13.0					7,645	5,122	43,046	9,774
58.0			5.0					4,892	(230)	10,079	305
			26.6					9,847	5,698	61,093	9,020
			8.1					6,235	537	12,392	3,372
Mark-34			12.5					8,733	5,439	73,873	11,560
53.0			4.2					5,763	324	17,389	5,829
			30.7					10,958	6,197	94,462	12,481
			5.7					7,453	1,256	21,989	9,508
Sean-35			14.7					6,602	4,218	47,145	8,453
56.0			3.9					4,259	41	13,191	4,738
			31.0					8,630	4,513	66,501	10,190
			6.4					5,510	997	17,297	7,108

Page 58		Service & Body Productivity Summary					N322 November 2016				A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Employees B Service C Body Shop	Total Service A Sales B Gross Per Employee	Total Service A Expense B Oper Profit Per Employee	Total Body A Sales B Gross Per Employee	Total Body A Expense B Oper Profit Per Employee	Svc,Parts&Body Warranty Sales PNVr	Svc Customer Labor ROs A PRU B PNVr	A Service B Body Shop Advisors	A Service Labor Gross / Advisor B P&A+Svc Labor Gross / Advisor	A Body Labor Gross / Advisor B P&A+Body Lab Gross / Advisor		C.S. I. A Overall B Sales C Service	
1	2	3	4	5	6	7	8	9	10	11	12	
Ed-01	7,076	4,553	10,215	5,795	1,280	5	0.0	0	0		0.00	
35.2	4,607	54	4,613	(1,182)		8	0.0	0	0		0.00	
8.6	7,240	4,971	12,547	5,739	1,366	5		0	0		0.00	
	4,600	(372)	5,572	(167)		7		0	0			
Weston-02	7,342	4,578	5,497	4,763	555	1	5.0	44,452	28,659		0.00	
42.3	5,260	682	2,941	(1,822)		2	1.0	55,379	49,819		0.00	
11.0	7,238	4,425	6,868	5,187	739	1		43,801	38,244		0.00	
	5,179	754	3,727	(1,460)		2		53,277	70,664			
Lyndi-03	8,491	6,076	4,953	393	1,922	4	2.0	31,276	0		0.00	
11.0	6,125	49	2,914	2,521		15	0.0	43,966	0		0.00	
3.0	10,734	5,708	5,939	99	2,374	4		39,640	0		0.00	
	7,825	2,117	3,525	3,426		16		54,524	0			
Joseph-04	7,120	4,656	0	0	1,603	10	5.0	21,250	0		0.00	
22.0	4,821	165	0	0		17	0.0	31,593	0		0.00	
0.0	7,066	4,589	0	0	1,434	10		20,175	0		0.00	
	4,554	(35)	0	0		16		30,145	0			
Andrew-05	13,067	5,268	0	0	449	2	1.0	42,696	0		913.00	
9.0	5,334	66	0	0		4	0.0	58,797	0		913.70	
0.0	14,811	5,903	0	0	356	3		47,810	0		0.00	
	5,930	27	0	0		4		68,111	0			
Pete-06	5,787	3,153	7,007	3,193	1,883	6	1.0	36,003	0		0.00	
10.8	3,430	277	3,175	(18)		12	0.0	55,435	0		0.00	
5.5	5,049	2,902	8,686	3,118	1,790	7		30,664	0		0.00	
	2,935	33	4,109	991		11		49,737	0			
Brock-07	13,180	7,926	0	0	1,556	8	4.0	34,885	0		0.00	
16.1	8,667	742	0	0		12	0.0	50,981	0		0.00	
0.0	15,284	8,683	0	0	1,877	11		41,558	0		0.00	
	10,325	1,642	0	0		16		60,325	0			
Austin-08	7,001	4,406	9,304	6,189	1,179	4	9.0	28,262	65,780		0.00	
49.1	5,168	762	5,103	(1,087)		7	1.0	40,813	102,697		0.00	
14.6	6,589	4,506	9,316	6,447	1,132	4		26,902	64,582		0.00	
	4,932	426	4,998	(1,449)		8		39,630	97,919			
Lindsay-09	6,947	5,373	0	0	1,420	6	9.0	40,584	0		0.00	
70.0	5,246	(127)	0	0		10	0.0	56,369	0		0.00	
0.0	7,218	5,544	0	0	1,739	5		41,814	0		0.00	
	5,393	(151)	0	0		8		58,191	0			
Rory-11	4,860	3,644	7,192	4,670	986	10	0.0	0	0		0.00	
17.3	2,738	(906)	4,131	(539)		13	0.0	0	0		0.00	
7.4	6,349	3,772	12,406	6,327	1,390	17		0	0		0.00	
	4,104	332	6,263	(64)		24		0	0			
Brian-12	6,145	4,765	11,237	5,624	1,368	2	9.0	36,875	21,130		0.00	
76.0	4,608	(158)	6,631	1,007		5	7.0	46,365	28,520		0.00	
27.0	6,054	4,723	12,827	5,526	1,470	2		37,107	23,909		0.00	
	4,614	(108)	7,484	1,958		4		46,130	31,233			
Sean-15	13,525	8,674	0	0	2,653	3	5.0	69,121	0		0.00	
43.5	8,227	(448)	0	0		6	0.0	99,296	0		0.00	

Page 58		Service & Body Productivity Summary							N322 November 2016			A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Employees B Service C Body Shop	Total Service A Sales B Gross Per Employee	Total Service A Expense B Oper Profit Per Employee	Total Body A Sales B Gross Per Employee	Total Body A Expense B Oper Profit Per Employee	Svc,Parts&Body Warranty Sales PNVR	Svc Customer Labor ROs A PRU B PNVR	A Service B Body Shop Advisors	A Service Labor Gross / Advisor B P&A+Svc Labor Gross / Advisor	A Body Labor Gross / Advisor B P&A+Body Lab Gross / Advisor			C.S. I. A Overall B Sales C Service	
1	2	3	4	5	6	7	8	9	10	11	12		
0.0	15,355	9,050	0	0	1,351	2		70,389	0		0.00		
	8,244	(806)	0	0		4		98,098	0				
Helder-16	6,954	5,330	0	0	2,334	3	9.0	40,058	0		0.00		
74.3	4,875	(454)	0	0		5	0.0	57,444	0		0.00		
0.0	6,970	4,963	0	0	1,703	3		39,119	0		0.00		
	4,761	(202)	0	0		5		52,961	0				
Don-17	8,978	8,126	0	0	1,481	3	4.0	48,953	0		0.00		
31.0	6,333	(1,793)	0	0		5	0.0	69,219	0		0.00		
0.0	9,083	8,463	0	0	1,324	3		50,267	0		0.00		
	6,524	(1,939)	0	0		5		71,856	0				
Erin-18	13,946	10,068	0	0	740	7	1.0	36,716	0		0.00		
4.0	9,210	(859)	0	0		13	0.0	51,467	0		0.00		
0.0	15,249	10,805	0	0	1,583	8		43,352	0		0.00		
	10,850	45	0	0		15		60,445	0				
Chris-19	5,332	3,953	0	0	1,099	4	5.0	19,691	0		0.00		
30.3	3,253	(700)	0	0		9	0.0	33,653	0		0.00		
0.0	5,526	4,700	0	0	964	4		21,319	0		0.00		
	3,523	(1,176)	0	0		9		34,465	0				
Dan-20	8,628	5,322	0	0	1,675	5	13.0	41,023	0		0.00		
101.9	5,406	84	0	0		7	0.0	54,573	0		0.00		
0.0	7,907	5,686	0	0	1,411	5		37,894	0		0.00		
	4,967	(719)	0	0		6		49,477	0				
Brandon-21	7,867	2,808	0	0	1,468	10	2.0	18,878	0		0.00		
7.0	5,626	2,817	0	0		21	0.0	29,122	0		0.00		
0.0	6,800	5,656	0	0	2,302	12		16,520	0		0.00		
	5,071	(585)	0	0		27		26,303	0				
Graydon-22	6,176	3,131	8,104	2,467	1,833	3	2.0	24,072	0		0.00		
12.1	4,077	946	4,279	1,812		18	0.0	36,016	0		0.00		
3.6	5,744	4,351	8,591	5,830	2,039	2		22,547	0		0.00		
	3,767	(585)	4,849	(981)		17		34,928	0				
Jorge-23	13,159	10,392	7,628	6,077	1,516	5	2.0	89,166	0		0.00		
20.3	9,237	(1,155)	3,753	(2,324)		6	0.0	131,460	0		0.00		
10.7	12,121	8,552	7,753	7,140	1,348	5		82,655	0		0.00		
	8,496	(56)	4,044	(3,096)		7		121,460	0				
Mark-27	12,084	6,980	0	0	4,036	4	3.0	61,544	0		0.00		
21.0	8,900	1,920	0	0		8	0.0	86,178	0		0.00		
0.0	14,049	7,509	0	0	4,226	4		68,232	0		0.00		
	9,836	2,327	0	0		8		96,977	0				
Matt-30	7,843	4,269	8,650	5,811	2,387	10	8.0	35,701	26,075		0.00		
56.8	5,040	771	4,306	(1,505)		16	3.0	47,019	40,229		0.00		
21.2	7,566	4,775	6,595	4,487	2,265	9		33,747	18,295		0.00		
	4,733	(42)	2,836	(1,651)		16		45,274	31,922				
Adrian-31	11,249	5,145	0	0	931	1	8.0	32,772	0		0.00		
42.0	6,615	1,469	0	0		2	0.0	46,589	0		0.00		
0.0	9,222	4,804	0	0	935	1		28,997	0		0.00		
	5,950	1,146	0	0		1		41,745	0				

Page 58		Service & Body Productivity Summary								N322 November 2016		A & B Lines = YTD AVG	C & D Lines = Current Month
Dealer Code Employees B Service C Body Shop	Total Service A Sales B Gross Per Employee	Total Service A Expense B Oper Profit Per Employee	Total Body A Sales B Gross Per Employee	Total Body A Expense B Oper Profit Per Employee	Svc,Parts&Body Warranty Sales PNVR	Svc Customer Labor ROs A PRU B PNVR	A Service B Body Shop Advisors	A Service Labor Gross / Advisor B P&A+Svc Labor Gross / Advisor	A Body Labor Gross / Advisor B P&A+Body Lab Gross / Advisor			C.S. I. A Overall B Sales C Service	
1	2	3	4	5	6	7	8	9	10	11	12		
Larry-33	7,645	5,122	0	0	1,886	6	3.0	42,613	0		0.00		
26.6	4,892	(230)	0	0		8	0.0	59,149	0		0.00		
0.0	9,847	5,698	0	0	1,488	7		53,092	0		0.00		
	6,235	537	0	0		9		75,100	0				
Mark-34	8,733	5,439	0	0	2,765	3	4.0	44,730	0		91.05		
30.7	5,763	324	0	0		4	0.0	62,175	0		88.70		
0.0	10,958	6,197	0	0	2,591	4		56,466	0		93.40		
	7,453	1,256	0	0		5		77,992	0				
Sean-35	6,602	4,218	0	0	1,721	7	4.0	32,932	0		0.00		
31.0	4,259	41	0	0		10	0.0	49,558	0		0.00		
0.0	8,630	4,513	0	0	1,611	8		42,621	0		0.00		
	5,510	997	0	0		11		65,628	0				