

	Year To Date Production				Year To Date Charge backs		
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	321	206	527	Finance or Lease Reserve	?	?	0
Finance or Lease Contracts	280	150	430	Service Contracts	?	?	0
Service Contracts	74	55	129	Pre-paid Maintenance	?	?	0
Pre-Paid Maintenance	0	0	0	GAP	?	?	0
GAP	52	54	106	Theft Deterrent	?	?	0
Theft Deterrent	3	1	4	Paint Sealant & Appearance	?	?	0
Paint Sealant & Appearance	44	8	52	Tire/Wheel	?	?	0
Tire/Wheel	16	9	25	Lease Care	?	?	0
Lease Care	52	0	52	Other_____KEY_____	?	?	0
Other_____KEY_____	11	9	20				

	Year To Date Income		
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	133385	111066	244451
Service Contracts	70998	52531	123529
Pre-Paid maintenance	0	0	0
GAP	24967	28551	53518
Theft Deterrent	514	205	719
Paint Sealant & Appearance	15565	2669	18234
Tire/Wheel	5012	2308	7320
Lease Care	18933	0	18933
Other_____KEY_____	2236	1431	3667