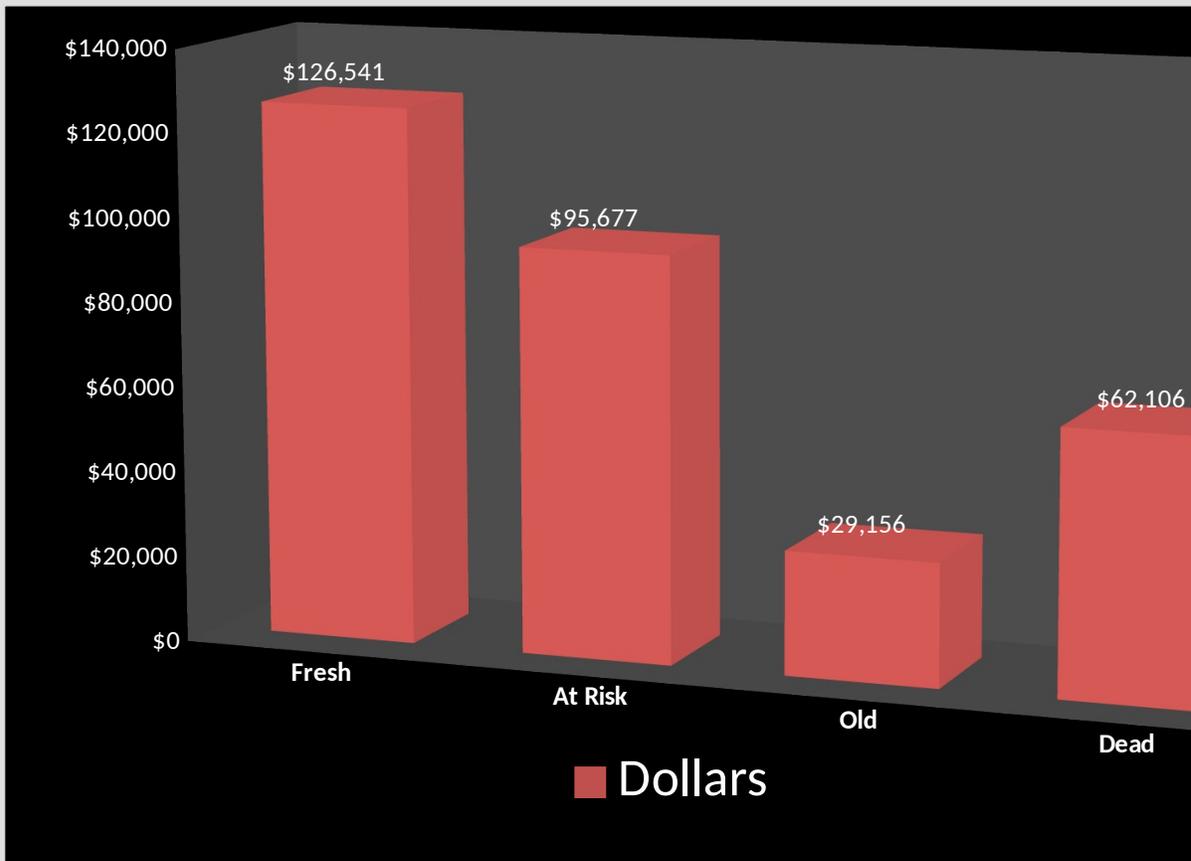


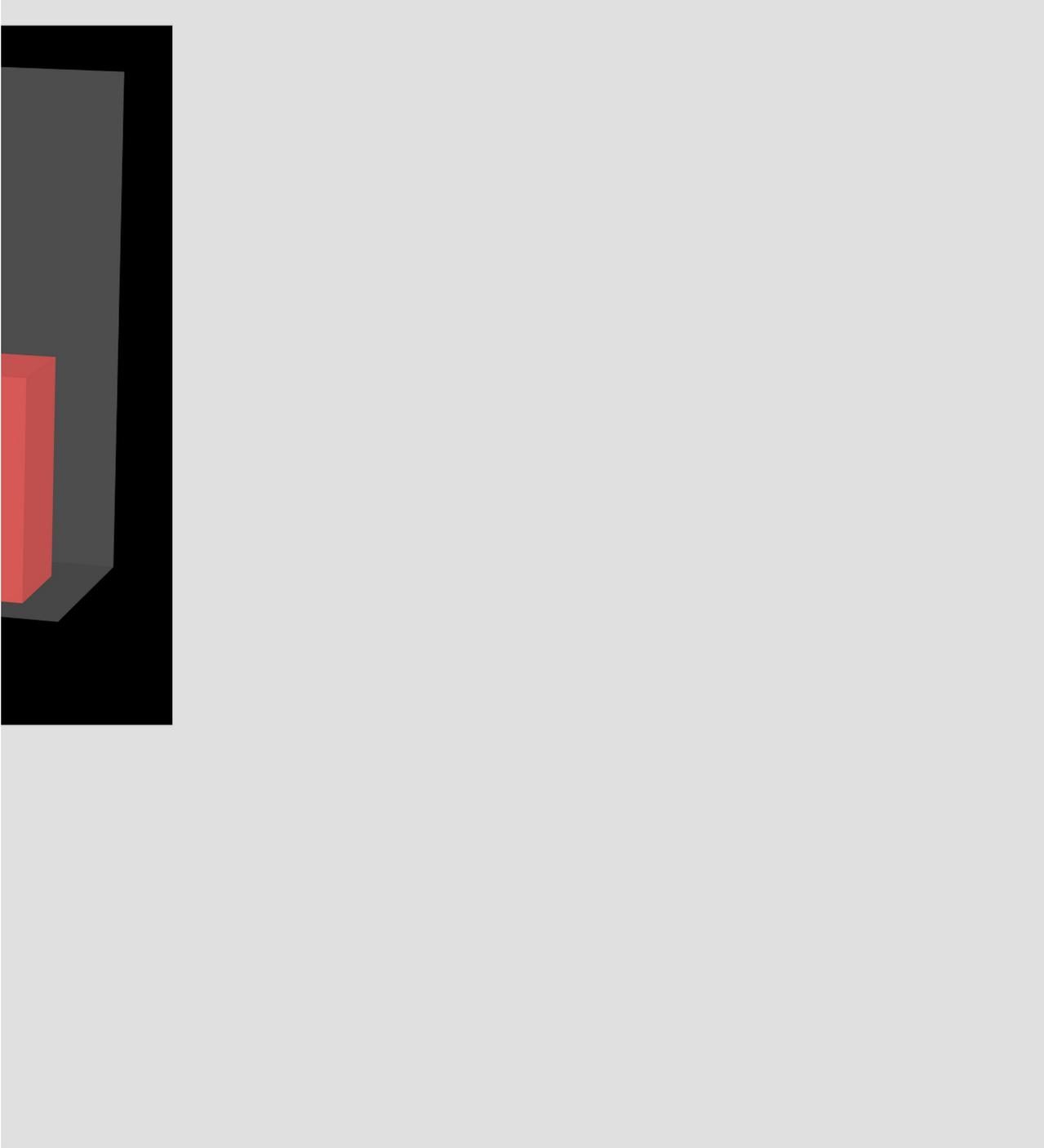
New Stock Analysis

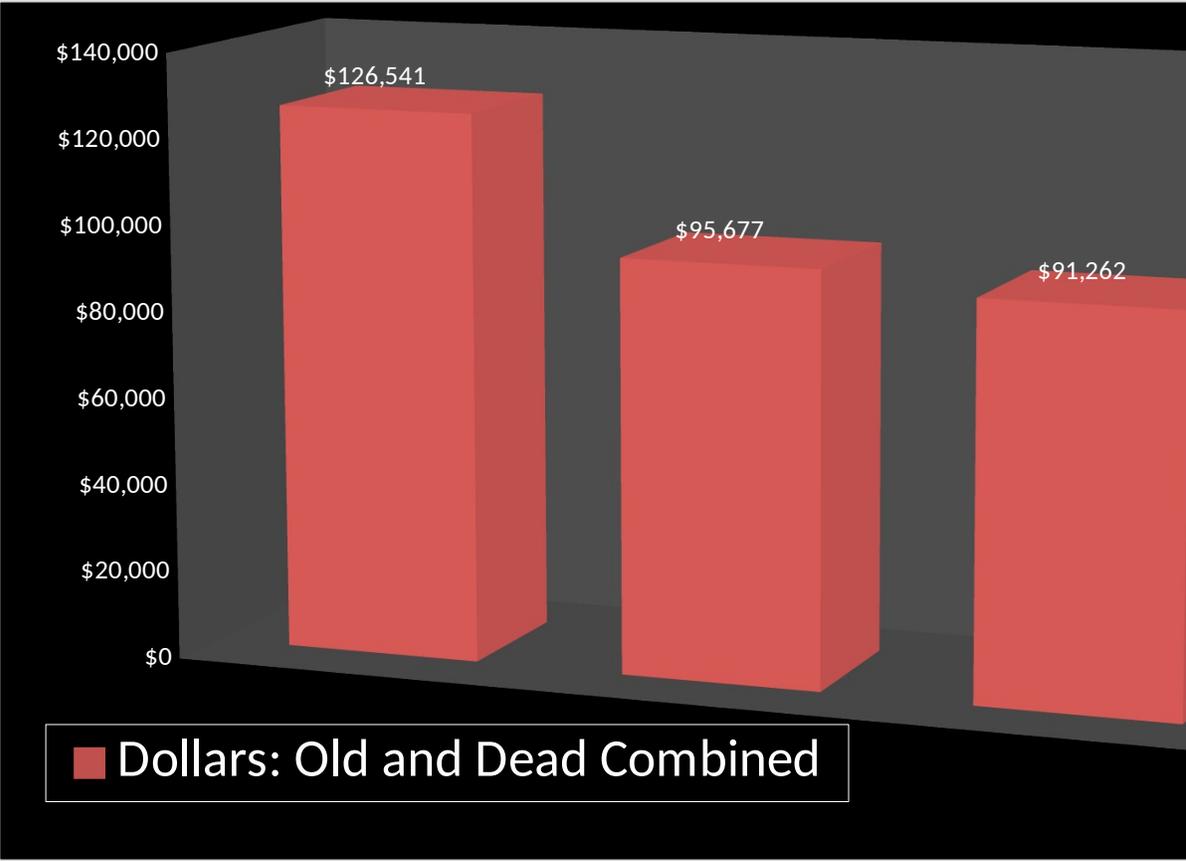
Days In Stock

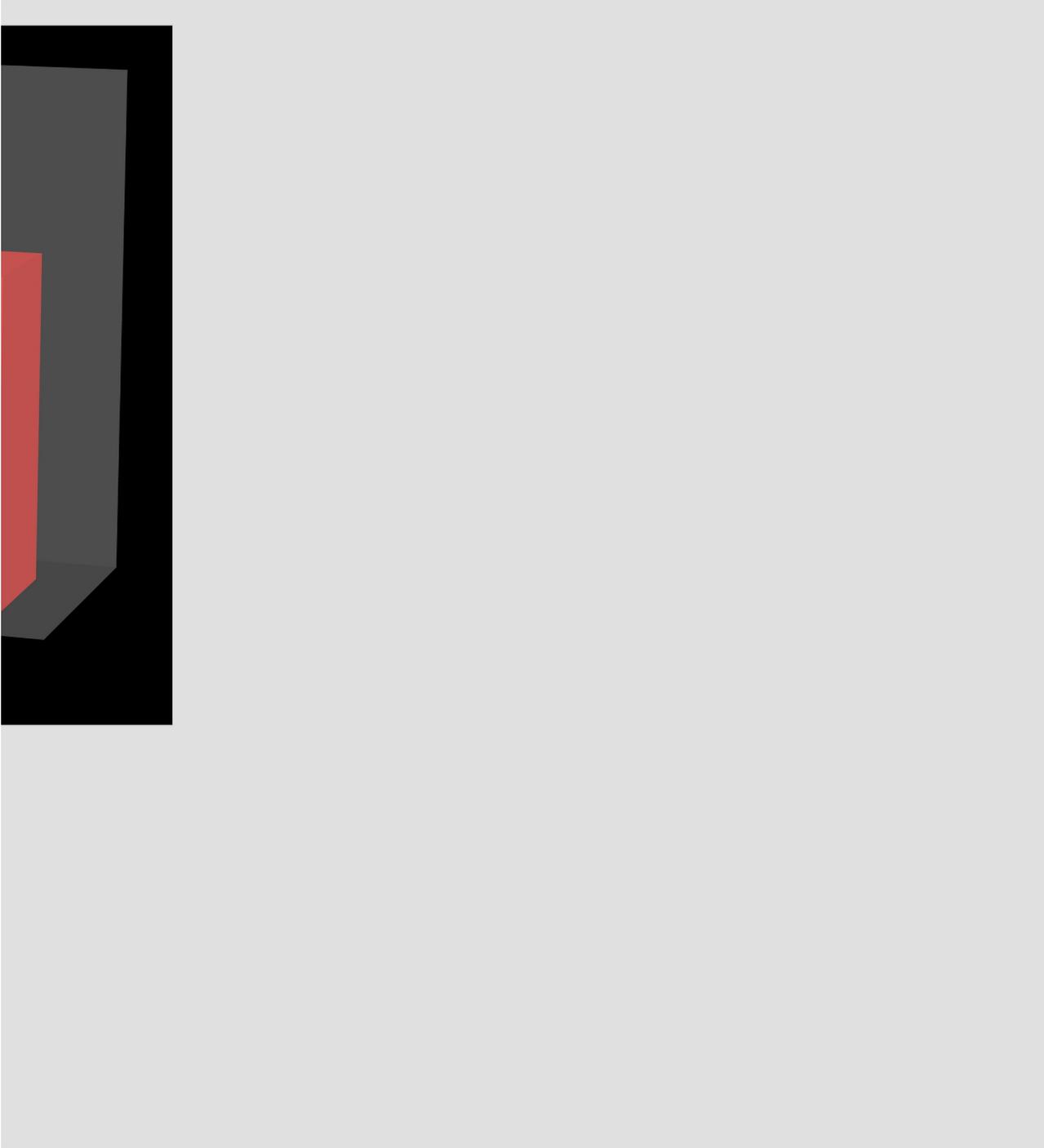
						Days In Stock						
						0-30	31-45	46-60	61-90	90-120		
# Of Units						3	0	3	0	1		
Dollars						\$126,541	\$0	\$95,677	\$0	\$29,156		
						Fresh	At Risk			Old		
						3	3	<i>Units</i>		1		
						\$126,541	\$95,677	<i>Dollars</i>		\$29,156		

121+	Total
1	8
\$62,106	\$313,480
Dead	
1	
\$62,106	
	\$91,262









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
3	3	<i>Units</i>	1	1
\$126,541	\$95,677	<i>Dollars</i>	\$29,156	\$62,106
38%	38%	<i>Percent of total in Units</i>	13%	13%
40%	31%	<i>Percent of total in \$</i>	9%	20%
\$42,180	\$31,892	<i>Average Cost per Unit</i>	\$29,156	\$62,106

8

\$313,480

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$91,262
Current Floor Plan Interest Rate	x	3.00%
Annual Floor Plan Expense for AGED Inventory	=	\$2,738
	÷	÷12
Monthly Floor Plan Expense for AGED Inventory <i>(or Floor Plan Savings if not in stock)</i>	=	\$228

Total Dealership Profit Y.T.D.		\$1,003,722
Statement Month <i>(example: May = 5)</i>	÷	8
Total Dealership Profit <i>(Average month)</i>	=	\$125,465

Monthly Floor Plan Expense for AGED Inventory <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$228
Total Dealership Profit Y.T.D. <i>(average month)</i>	÷	\$125,465
Increase in Total Dealership Net Profit <i>(without aged inventory)</i>	=	0%