

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	87	141	228	Finance or Lease Reserve	2938	3808	6746
Finance or Lease Contracts	59	85	144	Service Contracts	5627	2995	8622
Service Contracts	15	33	48	Pre-paid Maintenance	0	0	0
Pre-Paid Maintenance			0	GAP	3305	2921	6226
GAP	10	36	46	Theft Deterrent			0
Theft Deterrent	5	2	7	Paint Sealant & Appearance			0
Paint Sealant & Appearance	8	2	10	Tire/Wheel			0
Tire/Wheel	1	4	5	Lease Care			0
Lease Care	2	0	2	Other_____			0
Other_____	23	13	36				

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	93496	89142	182638
Service Contracts	17460	32482	49942
Pre-Paid maintenance			0
GAP	5094	16528	21622
Theft Deterrent	1371	500	1871
Paint Sealant & Appearance	2842	500	3342
Tire/Wheel	400	1894	2294
Lease Care	400		400
Other_____	8559	4384	12943