

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals		New Vehicle	Used Vehicle	Totals
Units Delivered	153	158	311	Chargebacks			
Finance or Lease Contracts	102	118	220	Finance or Lease Reserve	-7570	-4628	-12198
Service Contracts	67	87	154	Service Contracts	-40528	-18743	-59271
Pre-Paid Maintenance	32	23	55	Pre-paid Maintenance	-8851	-1183	-10034
GAP	52	75	127	GAP	-15145	-5297	-20442
Theft Deterrent			0	Theft Deterrent			0
Paint Sealant & Appearance	29	41	70	Paint Sealant & Appearance			0
Tire/Wheel	19	14	33	Tire/Wheel			0
Lease Care			0	Lease Care			0
Other: Key_____	40	7	47	Other_____			0

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	79215	82647	161862
Service Contracts	52468	94534	147002
Pre-Paid maintenance	29559	2226	31785
GAP	11244	25776	37020
Theft Deterrent			0
Paint Sealant & Appearance	16369	22678	39047
Tire/Wheel	10644	8483	19127
Lease Care			0
Other_____	24446	4200	28646

