

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals				
Units Delivered	902	382	1284	<b>Chargebacks</b>	<b>New Vehicle</b>	<b>Used Vehicle</b>	<b>Totals</b>
Finance or Lease Contracts	657	274	931	Finance or Lease Reserve	3	8	11
Service Contracts	308	188	496	Service Contracts	3	7	10
Pre-Paid Maintenance	360	62	422	Pre-paid Maintenance		2	2
GAP	174	87	261	GAP	2	5	7
Theft Deterrent	9	4	13	Theft Deterrent			0
Paint Sealant & Appearance	40	11	51	Paint Sealant & Appearance		3	3
Tire/Wheel	166	47	213	Tire/Wheel	2	3	5
Lease Care	21	0	21	Lease Care			0
Other_____			0	Other_____			0

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	369888	176287	546175
Service Contracts	642061	393379	1035440
Pre-Paid maintenance	221920	36275	258195
GAP	75375	37638	113013
Theft Deterrent	2227	1125	3352
Paint Sealant & Appearance	15366	4334	19700
Tire/Wheel	119075	34000	153075
Lease Care	10500		10500
Other_____	2800	4200	7000