

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	954	265	1219	Finance or Lease Reserve	31850	5534	37384
Finance or Lease Contracts	711	199	910	Service Contracts	186872	39186	226058
Service Contracts	468	156	624	Pre-paid Maintenance			0
Pre-Paid Maintenance	101	26	127	GAP			0
GAP	414	156	570	Theft Deterrent			0
Theft Deterrent	10	3	13	Paint Sealant & Appearance			0
Paint Sealant & Appearance	36	3	39	Tire/Wheel			0
Tire/Wheel	184	37	221	Lease Care			0
Lease Care	13	0	13	Other_____			0
Other_____	48	8	56				

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	584278	150488	734766
Service Contracts	705757	196527	902284
Pre-Paid maintenance	35787	11387	47174
GAP	173393	65070	238463
Theft Deterrent	7711	1689	9400
Paint Sealant & Appearance	23681	625	24306
Tire/Wheel	87116	19910	107026
Lease Care	3879	0	3879
Other_____	18847	2208	21055