

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	461	313	774	Finance or Lease Reserve	9963	15263	25226
Finance or Lease Contracts	350	220	570	Service Contracts	394	168	562
Service Contracts	54	104	158	Pre-paid Maintenance			0
Pre-Paid Maintenance	24	17	41	GAP	1401	3941	5342
GAP	40	57	97	Theft Deterrent			0
Theft Deterrent	305	193	498	Paint Sealant & Appearance			0
Paint Sealant & Appearance	100	21	121	Tire/Wheel			0
Tire/Wheel	49	25	74	Lease Care			0
Lease Care	55	0	55	Other _____			0
Other _____	8	3	11				
Year To Date Income							31130
Incomes	New Vehicle	Used Vehicle	Totals				
Finance or Lease Reserve	196695	143808	340503				
Service Contracts	79222	141930	221152				
Pre-Paid maintenance	2602	872	3474				
GAP	21344	29489	50833				
Theft Deterrent	63716	40337	104053				
Paint Sealant & Appearance	54400	11030	65430				
Tire/Wheel	24201	13261	37462				
Lease Care	26604	0	26604				
Other _____	4968	1863	6831				

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Service Contracts	54	104	158	Service Contracts			0
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Theft Deterrent	305	193	498	Theft Deterrent			0
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