

2018 DEALER FINANCIAL STATEMENT BALANCE SHEET

1600 NORTHERN BLVD ROSLYN, NY 11576 TO 03/31/18 DEALER CODE NO. 55109

Main financial statement table with columns for ASSETS, LIABILITIES, and NET WORTH. Includes sub-sections for INVENTORIES, CURRENT ASSETS, and FIXED ASSETS.

STATEMENT OF INCOME AND EXPENSE

LINE NO.	ACCT NO.	TOTAL DEALERSHIP				FRANCHISE AS A % TOTAL DEALERSHIP - YTD				LINE NO.	
		CURRENT MONTH	OP % SALES	YEAR-TO-DATE	OP % SALES	M-B	COMMERCIAL VEHICLE	SMART			
1		24336656	87	68595992	99	96.2	3.6	0.3	1		
2		2111191	PNVS	6821339	PNVS	95.2	3.8	1.0	2		
3	10	225485	652	706250	794	98.1	1.7	0.2	3		
4	12	52629	125	159234	142	233.2	- 98.4	- 34.9	4		
5	13	11549	23	36810	31	93.7	6.3		5		
6	15	7320	17	29204	17	79.8	16.7	3.5	6		
7		296983	816	931498	984	1.7	0.4	0.1	7		
8	20	271903	EXM 29	789731	EXM 116				8		
9	21	163246	77	468452	69	OPERATING PROFIT AFT INCENTIVES/RESERVE DEALERSHIP SUMMARY				9	
10	22	200722	95	599311	88		CURRENT MONTH	YEAR-TO-DATE	10		
11	23	283215	134	858388	126	Total New Vehicle Department		443901	826605	11	
12	24	28798	14	86394	13	Total Pre-Owned Vehicle Department		73764	377880	12	
13	25	116782	55	487233	71	Total Variable Operations Departments		517665	1204485	13	
14	28	4688	2	10779	2	Total Service Department		- 19668	- 205506	14	
15	27	159094	75	521160	76	Total Parts Department		32109	278679	15	
16	26					Total Body Shop Department		39421	171851	16	
17		1228448	582	3821448	560	Total Fixed Operations Departments		51862	245024	17	
18	31	- 107800	- 51	- 282040	- 41					18	
19	34	15285	7	47020	7					19	
20	32	115851	55	264640	39					20	
21	62	80342	38	222633	33					21	
22	95	- 159919	- 76	- 378183	- 55					22	
23	67	1506	1	43707	6	CURRENT RATIO		LIQUIDITY RATIO		23	
24	77	20003	9	43203	6	CURRENT MONTH	4.21	CURRENT MONTH	3.58	24	
25	35	- 11360	- 5	- 37680	- 6	JAN	3.69	JAN	3.06	25	
26	51					FEB	4.13	FEB	3.41	26	
27	52	258540	122	586356	86	MAR	4.21	MAR	3.58	27	
28	60	14083	7	55800	8	APR		APR		28	
29	61	- 30188	- 14	- 75287	- 11	MAY		MAY		29	
30	33					JUNE		JUNE		30	
31	79	82611	39	249031	37	JULY		JULY		31	
32	70	1629	1	2138	1	AUG		AUG		32	
33	75	543		4292	1	SEP		SEP		33	
34	73	3054	1	12522	2	OCT		OCT		34	
35	86	334		1039		NOV		NOV		35	
36	66	251		251		DEC		DEC		36	
37	72	20181	10	62947	9					37	
38	74	15990	8	46082	7					38	
39	68	83047	39	240464	35					39	
40	78	35566	17	106459	16					40	
41	76	34481	16	65431	10					41	
42	53	- 62844	- 30	- 121483	- 18	NET DEBT: EQUITY		OP. PROFIT % SALES		42	
43		411186	195	1159342	170	CURRENT MONTH	0.17	CURRENT MONTH	2.34	43	
44	80	319511	151	958532	141	JAN	0.20	JAN	1.74	44	
45	94	- 320853	- 152	- 759037	- 111	FEB	0.17	FEB	2.27	45	
46	81	29302	14	87907	13	MAR	0.17	MAR	2.34	46	
47	82	3831	2	15208	2	APR		APR		47	
48	83					MAY		MAY		48	
49	84	77498	37	232497	34	JUNE		JUNE		49	
50	85	14697	7	47621	7	JULY		JULY		50	
51	93					AUG		AUG		51	
52	87	37571	18	128149	19	SEP		SEP		52	
53	88	71200	34	239037	35	OCT		OCT		53	
54	89	6295	3	11495	2	NOV		NOV		54	
55	90	3274	2	13970	2	DEC		DEC		55	
56	91	11028	5	33146	5			YTD	2.11	56	
57	92	14332	7	44993	7					57	
58		267686	127	1053518	154					58	
59		1907320	903	6034308	885					59	
60		2204303	1044	6965806	1021					60	
61		- 93112	OP % SLS 4	- 144467	OP % SLS 2	ADDITIONS TO INCOME		Acct. #	CURRENT MONTH	YEAR-TO-DATE	61
62	639	19462	PNVS 1.5	47771	PNVS 1.2	Cash Discounts Earned		800			62
63	971	120332	503	284660	460	Interest Income		801	5188	5188	63
64	964	120332	503	284660	460	Other Franchise Income		804			64
65	962	120332	503	310020	501	Other Income		805	- 71900	- 204939	65
66	968	120332	503	284660	460	Lease / Rent / Other Vehicles		809			66
67	966	13974	822	52483	1346	DEDUCTIONS FROM INCOME		Acct. #	CURRENT MONTH	YEAR-TO-DATE	67
68	967					Cash Discounts Allowed		802			68
69	969					Interest Expense		803			69
70	970	80225	336	189772	307	Amortization - Other Assets		806			70
71	965	67650	OP % SLS	139950	OP % SLS	Export Adjustments		810			71
72		569527	23	1449509	21	Other Adjustments		855			72
73			EXP % G P		EXP % G P	NET ADJUSTMENTS TO INCOME			- 66712	- 199751	73
74	19	2083	1	6249	1						74
75		- 66712		- 199751		NET ADJUSTMENTS TO INCOME					75
76		500732		1243509		NET PROFIT OR LOSS (Before Bonus or Tax)					76
77	97					Bonuses - Employees					77
78	98					Bonuses - Owners					78
79		500732		1243509		NET PROFIT OR LOSS (Before Tax)					79
80	99	- 1		- 7		Income Taxes - Current Year					80
81		500733		1243516		NET PROFIT OR LOSS (After Tax)					81

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STATEMENT OF INCOME AND EXPENSE

LINE NO.	ACCT NO.	TOTAL MERCEDES-BENZ		TOTAL COMMERCIAL VEHICLE		TOTAL SMART		LINE NO.
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1		23416544	65956773	870870	2463260	49242	175959	1
2		2015574	6496535	77764	257807	17853	66997	2
3	10	210047	650980	13678	50070	1760	5200	3
4	12	50553	153836	2076	5398			4
5	13	11113	33656	365	3083	71	71	5
6	15	6958	28344	362	860			6
7	(Lines 3-6)	278671	866816	16481	59411	1831	5271	7
8	20	265230	771123	4473	13086	2200	5522	8
9	21	163246	468452					9
10	22	198715	593318	2007	5993			10
11	23	279870	848498	2266	7159	1079	2731	11
12	24	28798	86394					12
13	25	116782	487233					13
14	28	4688	10779					14
15	27	159094	521160					15
16	26							16
17	(Lines 8-16)	1216423	3786957	8746	26238	3279	8253	17
18	31	- 107800	- 282040					18
19	34	15285	47020					19
20	32	115260	261493	591	3147			20
21	62	77620	214705	2712	7674	10	254	21
22	95	- 159919	- 378183					22
23	67	- 923	39510	1439	3193	990	1004	23
24	77	19752	42952	251	251			24
25	35	- 10800	- 35720	- 560	- 1960			25
26	51							26
27	52	258540	586356					27
28	60	14083	55758		42			28
29	61	- 30188	- 75379		92			29
30	33							30
31	79	82611	249031					31
32	70/69	1378	1887	251	251			32
33	75	528	4277	15	15			33
34	73	3054	12522					34
35	86	334	1039					35
36	66	251	251					36
37	72	20181	62947					37
38	74	15990	46082					38
39	68	82217	238135	830	2329			39
40	78	35210	105394	356	1065			40
41	76	34481	65431					41
42	53	- 62844	- 121483					42
43	(Lines 18-42)	404301	1141985	5885	16099	1000	1258	43
44	80	316316	948947	3195	9585			44
45	94	- 320853	- 759037					45
46	81	28681	86045			621	1862	46
47	82	3831	15208					47
48	83							48
49	84	76723	230172	775	2325			49
50	85	14697	47621					50
51	93							51
52	87	37195	126867	376	1282			52
53	88	71200	239037					53
54	89	6295	11495					54
55	90	2540	13236	734	734			55
56	91	11028	33146					56
57	92	14332	44993					57
58	(Lines 44 - 57)	261985	1037730	5080	13926	621	1862	58
59	(Lines 17, 43 & 58)	1882709	5966672	19711	56263	4900	11373	59
60	(Lines 7 & 59)	2161380	6833488	36192	115674	6731	16644	60
61		- 145806	- 336953	41572	142133	11122	50353	61
62	639			19462	47771			62
63	971	120332	284660					63
64	964	120332	284660					64
65	962	120332	310020					65
66	968	120332	284660					66
67	966			13974	52483			67
68	967							68
69	969							69
70	970	80225	189772					70
71	965	67650	139950					71
72		483397	1156769	75008	242387	11122	50353	72

STATEMENT OF INCOME AND EXPENSE - MERCEDES-BENZ

LINE NO.	ACCT NO.	1A-MERCEDES-BENZ		1B-MERCEDES-BENZ		1C-MERCEDES-BENZ		1D-MERCEDES-BENZ		1E-MERCEDES-BENZ		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE DEPT.		PARTS DEPT.		BODY SHOP DEPT.		
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1		14914910	41024722	5411848	15521053	1083679	3099522	1345277	4156872	660830	2154604	1
2		223043	812824	293230	1018226	700366	1992200	386987	1325282	411948	1348003	2
3	10	151375	468868	58672	182112							3
4	12	30007	88290	20546	65546							4
5	13	5353	17523	5760	16133							5
6	15	3905	10260	3053	18084							6
7	(LINES 3-6)	190640	584941	88031	281875							7
8	20	74038	209151	46322	94218	76188	229554	28224	85171	40458	153029	8
9	21					44951	124200	44951	124250	73344	220002	9
10	22	88058	266616	10936	32884	34039	100778	41094	119170	24588	73870	10
11	23	52746	160809	5142	15653	58107	187196	104142	305312	59733	179528	11
12	24					19770	59310			9028	27084	12
13	25	61781	229510	9330	35901	32727	143606	6472	39108	6472	39108	13
14	28	733	1294			2393	5789	411	891	1151	2805	14
15	27	42192	138852	7793	25483	70021	228882	11037	36168	28051	91775	15
16	26											16
17	(LINES 8-16)	319548	1006232	79523	204139	338196	1079315	236331	710070	242825	787201	17
18	31	- 107800	- 282040									18
19	34	10008	30787	5277	16233							19
20	32	70310	145402	23585	54468	7916	23545	9225	25208	4224	12870	20
21	62	68944	187903	8676	26802							21
22	95	- 159919	- 378183									22
23	67					6714	33008	- 10815	- 3424	3178	9926	23
24	77	4817	11528	1425	3432	8658	19691	534	2566	4318	5735	24
25	35	- 5400	- 17860	- 1080	- 3572	- 3240	- 10716	- 1080	- 3572			25
26	51											26
27	52	95597	218220	25060	44513	81660	197842	53640	122470	2583	3311	27
28	60	4617	19229	589	2736	5062	19320	2346	8881	1469	5592	28
29	61	384	1262	115	286	559	4430	115	415	- 31361	- 81772	29
30	33											30
31	79	26122	78292	6248	18725	24318	72540	10568	31686	15355	47788	31
32	70/69	438	438	46	46	562	847	274	498	58	58	32
33	75	86	1293	10	144	95	1437	325	828	12	575	33
34	73	2013	8885	595	2357	389	806			57	474	34
35	86			7	7		60	327	972			35
36	66	88	88	25	25	75	75	38	38	25	25	36
37	72	7092	22488	788	2499	7881	24987	2955	9370	1465	3603	37
38	74	6613	17576	583	1791	3458	10585	1589	4836	3747	11294	38
39	68	20582	64182	19341	45874	23275	71382	13494	39475	5525	17222	39
40	78	7469	22359	1067	3194	18850	56421	711	2129	7113	21291	40
41	76	15884	25345	643	1918	4499	15782	2249	6715	11206	15671	41
42	53	- 62844	- 117905		- 3578							42
43	(LINES 16-42)	5101	59289	93000	217900	190731	542042	86495	249091	28974	73663	43
44	80	105207	315622	20951	62852	101250	303750	33750	101250	55158	165473	44
45	94	- 320853	- 759037									45
46	81	751	2254	188	563	24580	73741	1966	5898	1196	3589	46
47	82	1422	4719	140	490	1578	6211	526	1726	165	2062	47
48	83											48
49	84	7910	23731	1401	4203	32938	98815	10979	32938	23495	70485	49
50	85	7383	21161	1349	4377	4474	14447	1491	5550		2086	50
51	93											51
52	87	11758	40322	1376	4730	9701	33469	3234	11101	11126	37245	52
53	88	25632	86053	2848	9561	32040	107567	3560	11952	7120	23904	53
54	89	6295	11495									54
55	90	10	1264	1	140	1605	6451	3	623	921	4758	55
56	91	921	2769	229	687	6643	19972	1956	5880	1279	3838	56
57	92	695	2619	110	424	13132	39640	127	462	268	1848	57
58	(LINES 44-57)	- 152869	- 247028	28593	88027	227941	704063	57592	177380	100728	315288	58
59	(LINES 17, 43 & 58)	171780	818493	201116	510066	756868	2325420	380418	1136541	372527	1176152	59
60	(LINES 7 & 59)	362420	1403434	289147	791941	756868	2325420	380418	1136541	372527	1176152	60
61		- 139377	- 590610	4083	226285	- 56502	- 333220	6569	188741	39421	171851	61
62	639											62
63	971	120332	284660									63
64	964	120332	284660									64
65	962	120332	310020									65
66	968	120332	284660									66
67	966											67
68	967											68
69	969											69
70	970	80225	189772									70
71	965			67650	139950							71
72		422176	763162	71733	366235	- 56502	- 333220	6569	188741	39421	171851	72

STATEMENT OF INCOME AND EXPENSE - COMMERCIAL VEHICLE

LINE NO.	ACCT NO.	2A-COMMERCIAL VEHICLES		2B-COMMERCIAL VEHICLES		2C-COMMERCIAL VEHICLES		2D-COMMERCIAL VEHICLES		2E-COMMERCIAL VEHICLES		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE DEPT.		PARTS DEPT.		BODY SHOP DEPT.		
		CURRENT MONTH	YEAR-TO-DATE									
1		720929	1895918	20537	40026	58652	297055	70752	230261			1
2		18891	63681	- 818	1396	35800	111138	23891	81592			2
3	10	13678	48194		1876							3
4	12	2076	5398									4
5	13	365	3007		76							5
6	15	362	860									6
7	(LINES 3-6)	16481	57459		1952							7
8	20	1636	4643	- 21	50	2163	6105	695	2288			8
9	21											9
10	22	2007	5993									10
11	23					832	2478	1434	4681			11
12	24											12
13	25											13
14	28											14
15	27											15
16	26											16
17	(LINES 8-16)	3643	10636	- 21	50	2995	8583	2129	6969			17
18	31											18
19	34											19
20	32	591	3379				- 232					20
21	62	2712	7674									21
22	95											22
23	67						981	1439	2212			23
24	77					251	251					24
25	35	- 560	- 1960									25
26	51											26
27	52											27
28	60		42									28
29	61		92									29
30	33											30
31	79											31
32	70/69					251	251					32
33	75	15	15									33
34	73											34
35	86											35
36	66											36
37	72											37
38	74											38
39	68	830	2329									39
40	78	356	1065									40
41	76											41
42	53											42
43	(LINES 18-42)	3944	12636			502	1251	1439	2212			43
44	80	3195	9585									44
45	94											45
46	81											46
47	82											47
48	83											48
49	84	775	2325									49
50	85											50
51	93											51
52	87	376	1282									52
53	88											53
54	89											54
55	90					734	734					55
56	91											56
57	92											57
58	(LINES 44-57)	4346	13192			734	734					58
59	(LINES 17, 43 & 58)	11933	36464	- 21	50	4231	10568	3568	9181			59
60	(LINES 7 & 59)	28414	93923	- 21	2002	4231	10568	3568	9181			60
61		- 9523	- 30242	- 797	- 606	31569	100570	20323	72411			61
62	639	19462	47771									62
63	971											63
64	964											64
65	962											65
66	968											66
67	966	13974	52483									67
68	(LINES 7 & 59)											68
69	969											69
70	970											70
71	965											71
72		23913	70012	- 797	- 606	31569	100570	20323	72411			72

STATEMENT OF INCOME AND EXPENSE - SMART

LINE NO.	ACCT NO.	3A-SMART		3B-SMART		3C-SMART		3D-SMART		3E-SMART		LINE NO.
		NEW VEHICLE DEPT.		PRE-OWNED DEPT.		SERVICE DEPT.		PARTS DEPT.		BODY SHOP DEPT.		
		CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1				22067	74596	12026	47915	15149	53448			1
2				3462	13935	8167	32297	6224	20765			2
3	Representative Comp./Incentives	10	1760	5200								3
4	Finance & Lease Compensation	12										4
5	Delivery Expense	13	71	71								5
6	Policy Expense - New/Pre-Owned	15										6
7	TOTAL VARIABLE EXP. (LINES 3-6)		1831	5271								7
8	Compensation - Managers	20	- 150	- 446	634	1684	1298	2910	418	1374		8
9	Compensation - Advisors	21										9
10	Compensation - Clerical	22										10
11	Compensation - Other	23					354	902	725	1829		11
12	Leave - Vac., Sick & Hol.	24										12
13	Taxes - Payroll	25										13
14	Uniforms and Laundry	28										14
15	Insurance - Employees	27										15
16	Pension and Profit Sharing	26										16
17	TOTAL PERSONNEL EXP. (LINES 8-16)		- 150	- 446	634	1684	1652	3812	1143	3203		17
18	Tier 3 Brand Compliance Bonus	31										18
19	Tier 3 Marketing Expenses	34										19
20	Other Advertising & Promotion	32										20
21	Floor Plan Interest	62	10	254								21
22	Floor Plan Assistance	95										22
23	Policy Exp. - Serv/Parts/Body	67					1188	1155	- 198	- 151		23
24	Training	77										24
25	Training Credit	35										25
26	Co. Vehicle/Demonstrator	51										26
27	Courtesy Vehicle Program (CVP)	52										27
28	Office Supplies & Stationery	60										28
29	Small Tools/Other Supplies	61										29
30	Bad Debts	33										30
31	Data Processing	79										31
32	Travel & Entertainment	70/69										32
33	Memberships/Dues/Publications	75										33
34	Postage	73										34
35	Freight	86										35
36	Contributions	66										36
37	Legal/Accounting	72										37
38	Telephone	74										38
39	Outside Services	68										39
40	Bank/Credit Co. Serv. Fees	78										40
41	Miscellaneous	76										41
42	Operational Expense Assistance	53										42
43	TOTAL SEMI-FIXED EXP. (LINES 18-42)		10	254			1188	1155	- 198	- 151		43
44	Rent	80										44
45	Brand Standards Bonus - M-B	94										45
46	Amort. - Leaseholds/Imprvmnts	81	497	1490			62	186	62	186		46
47	Repairs/Maint - Real Estate	82										47
48	Deprec - Bldgs/Imprvmnts	83										48
49	Taxes - Real Estate	84										49
50	Insurance - Bldgs/Imprvmnts	85										50
51	Interest - Mortgages	93										51
52	Utilities	87										52
53	Insurance - Other	88										53
54	Taxes - Other	89										54
55	Repairs/Maintenance - Equipment	90										55
56	Depreciation - Equipment	91										56
57	Rental - Equipment	92										57
58	TOTAL FIXED EXP. (LINES 44-57)		497	1490			62	186	62	186		58
59	TOTAL FIXED O.H. (LINES 17, 43 & 58)		357	1298	634	1684	2902	5153	1007	3238		59
60	TOTAL EXPENSES (LINES 7 & 59)		2188	6569	634	1684	2902	5153	1007	3238		60
61	OPERATING PROFIT OR LOSS		- 2188	- 6569	2828	12251	5265	27144	5217	17527		61
62	Dealer Reserve (CV & smart)	639										62
63	Customer Experience Sales Bonus - M-B	971										63
64	Customer Experience Service Bonus - M-B	964										64
65	New Vehicle Sales Bonus - M-B	962										65
66	Pre-Owned Vehicle Sales Bonus - M-B	968										66
67	Commercial Vehicles Bonus	966										67
68	smart Performance Bonus (LINES 7 & 59)	967										68
69	Leadership Bonus	969										69
70	Training Bonus	970										70
71	Pre-Owned Premier/CPO Bonuses	965										71
72	OP P/L AFT INCENTIVES/RESERVE		- 2188	- 6569	2828	12251	5265	27144	5217	17527		72

M-B GROSS PROFIT ANALYSIS - VARIABLE OPERATIONS - NEW VEHICLES - M-B

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				1483R/L		RESERVED					1
2				1484R/L		RESERVED					2
3				1443R/L		M-B B250E					3
4				1463R/L		M-B C300A					4
5	107751	- 2011	1006	1464R/L	2	M-B C300A4	9	504094	4888	543	5
6				496R/L		M-B C300C					6
7	284089	- 6815	1363	519R/L	5	M-B C300C4	7	372138	- 14127	2018	7
8				1452R/L		RESERVED					8
9				424R/L		M-B C300W					9
10	617422	6065	433	413R/L	14	M-B C300W4	42	1901886	190	5	10
11				1453R/L		M-B C350WE	1	52938	- 3084	3084	11
12	62855	- 619	- 619	1454R/L	1	AMG C43A4	2	129554	- 2719	1360	12
13				1401R/L		AMG C43C4	1	65000	2902	2902	13
14				1415R/L		AMG C43W4	1	66365	1180	1180	14
15				1465R/L		AMG C63A					15
16				1403R/L		AMG C63AS					16
17				497R/L		AMG C63C					17
18				1418R/L		AMG C63CS					18
19				410R/L		AMG C63W					19
20				1417R/L		AMG C63WS					20
21				1412R/L		M-B CLA250C					21
22	301752	- 4221	- 528	1413R/L	8	M-B CLA250C4	16	601274	- 8845	- 553	22
23				523R/L		AMG CLA45C4					23
24				411R/L		M-B E300W					24
25	1317009	12917	562	405R/L	23	M-B E300W4	57	3252019	27045	474	25
26				1421R/L		M-B E400A					26
27	613492	8241	1030	1479R/L	8	M-B E400A4	23	1745670	36006	1565	27
28				1423R/L		M-B E400C					28
29	65350	- 319	- 319	1424R/L	1	M-B E400C4	7	469695	559	80	29
30	65488	207	207	402R/L	1	M-B E400S4	4	286875	8311	2078	30
31				1480R/L		M-B E400W4					31
32				499R/L		M-B E550A					32
33				529R/L		M-B E550C					33
34	356489	- 497	- 99	432R/L	5	AMG E43W4	15	1048048	- 34	- 2	34
35				1481R/L		RESERVED					35
36				1482R/L		RESERVED					36
37				435R/L		AMG E63W4					37
38				1425R/L		AMG E63W4S					38
39				1426R/L		AMG E63S4S	2	213417	- 6004	3002	39
40				1429R/L		M-B CLS400C					40
41				1430R/L		M-B CLS400C4					41
42				565R/L		M-B CLS550C					42
43	80906	929	929	538R/L	1	M-B CLS550C4	2	162090	617	309	43
44				1432R/L		AMG CLS63C4S					44
45				1466R/L		M-B S450V					45
46	197665	5483	2742	1467R/L	2	M-B S450V4	12	1148148	9828	819	46
47	124500	3865	3865	1433R/L	1	M-B S550A	2	252624	1110	555	47
48	131035	1192	1192	1435R/L	1	M-B S550C4	2	244186	1653	827	48
49				407R/L		M-B S560V					49
50	1331425	5735	478	442R/L	12	M-B S560V4	50	5600939	136026	2721	50
51				1455R/L		M-B S550VE					51
52				406R/L		RESERVED					52
53				1434R/L		AMG S63A4					53
54				1439R/L		AMG S63C4	1	160175	16124	16124	54
55				1438R/L		AMG S63V4	2	331131	2959	1480	55
56				1441R/L		AMG S65A					56
57				1440R/L		AMG S65C					57
58				572R/L		AMG S65V					58
59				1428R/L		RESERVED					59
60				1456R/L		MAYBACH S560X4					60
61				1436R/L		MAYBACH S650X					61
62				1471R/L		MAYBACH S650A					62
63				1472R/L		RESERVED					63
64	54500	454	454	1457R/L	1	M-B SLC300R	2	107975	- 1755	- 878	64
65				1473R/L		AMG SLC43R					65
66	269842	999	333	1442R/L	3	M-B SL450R	4	359676	152	38	66
67	649817	- 9290	1548	416R/L	6	M-B SL550R	9	983260	- 5082	- 565	67
68				495R/L		AMG SL63R					68
69				575R/L		AMG SL65R					69
70				1474R/L		RESERVED					70
71				1475R/L		RESERVED					71
72				1476R/L		AMG GT					72
73				1411R/L		AMG GTS	1	168920	10454	10454	73
74				1468R/L		AMG GTC					74
75				1427R/L		AMG GTR	1	199190	12335	12335	75
76				1469R/L		AMG GTA	1	141670	7174	7174	76
77				1470R/L		AMG GTCA					77
78				1485R/L		RESERVED					78
79	6631387	22315	235		95	TOTAL NEW M-B PC RETAIL/LEASE (Lines 1-78)	276	20568957	237863	862	79

M-B & OTHER GROSS PROFIT ANALYSIS - VARIABLE OPERATIONS - NEW VEHICLES & PRE-OWNED

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1	37911	- 137	137	1448R/L	1	M-B GLA250W	1	37911	- 137	137	1
2	264873	244	35	1449R/L	7	M-B GLA250W4	20	769231	8292	415	2
3	63494	395	395	1450R/L	1	AMG GLA45W4	1	63494	395	395	3
4	50665	- 1429	A	1451R/L	1	M-B GLC300C4	7	369304	- 444	- 63	4
5				1410R/L		RESERVED					5
6				1486R/L		M-B GLC350WE4					6
7	44968	320	320	1461R/L	1	M-B GLC300W	2	92470	1723	862	7
8	1212706	12733	472	1462R/L	27	M-B GLC300W4	65	2981420	26361	406	8
9	63472	- 2096	B	1477R/L	1	AMG GLC43C4	3	193618	- 4170	C	9
10	61212	1111	1111	1447R/L	1	AMG GLC43W4	4	251780	2003	501	10
11				1487R/L		AMG GLC63C4					11
12				1488R/L		AMG GLC63C4S					12
13				1489R/L		AMG GLC63W4					13
14				1444R/L		RESERVED					14
15	176389	- 3151	D	532R/L	3	M-B GLE350W	3	176389	- 3151	E	15
16	1532314	1784	69	533R/L	26	M-B GLE350W4	66	3874217	- 16309	247	16
17				1458R/L		M-B GLE550E4					17
18	224826	1409	470	1460R/L	3	AMG GLE43C4	10	743525	2916	292	18
19	146436	2309	1155	1445R/L	2	AMG GLE43W4	6	400580	- 12194	F	19
20				509R/L		AMG GLE63C4S	1	121245	5942	5942	20
21				491R/L		AMG GLE63W4					21
22				1459R/L		AMG GLE63W4S					22
23				584R/L		RESERVED					23
24	1046963	31849	2450	581R/L	13	M-B GLS450W4	48	3827409	125561	2616	24
25	350946	- 22092	G	521R/L	4	M-B GLS550W4	7	608746	- 15767	H	25
26				1414R/L		AMG GLS63W4	1	126780	1913	1913	26
27	271224	9554	4777	599R/L	2	M-B G550W4	3	387124	7674	2558	27
28	230595	14106	I	1478R/L	1	M-B G550W44	1	230595	14106	J	28
29	149175	3785	3785	576R/L	1	AMG G63W4	5	748020	14247	2849	29
30				1409R/L		AMG G65W4					30
31				510R/L		RESERVED					31
32	5928169	50694	534		95	TOTAL NEW M-B LT RETAIL/LEASE (Lines 1 - 31)	254	16003858	158961	626	32
33	12559556	73009	384		190	TOTAL NEW M-B RETAIL/LEASE (Pg 7 Ln 79 + Pg 8 Ln 32)	530	36572815	396824	749	33
34				422		Affiliated Lease - M-B					34
35	2253996			428R/L	49	M-B Courtesy Vehicle Program (CVP)	89	4162591			35
36		7547		645		Tourist Commissions			7547		36
37				577R/L		Fleet/Corporate Sales Program					37
38				596/597		MVP/Dealer Employee Purchase Program					38
39	14813552	80556	337		239	TOTAL NEW M-B (Lines 33 - 38)	619	40735406	404371	653	39
40				423/429R/L		Total New Other R/L					40
41	14813552	80556	337		239	TOTAL NEW VEHICLES (LINES 39 & 40)	619	40735406	404371	653	41
42		76843	404	500-01A/550-51	164	Fin. & Lease Income - New M-B	444		219008	413	42
43				700-01A/750-51		Fin. & Lease Income - New M-B - Chargebacks/Refunds					43
44	101358	37686	198	586-87A/589-90	117	Fin. & Lease Income - Aftermarket Products - New M-B	340	289316	117749	222	44
45		27958	147	502A/552	130	Prepaid Maintenance Income - New M-B	346		71696	135	45
46				588A/591		Extended Limited Warranty Income - New M-B					46
47	101358	142487	750		411	TOT F&L/SERV. CONTRACTS - NEW M-B (LINES 42 - 46)	1130	289316	408453	771	47
48				695A		New Vehicle Repossession Losses					48
49	101358	142487	750		411	TOT F&L/SC NEW - M-B (LINES 47 & 48)	1130	289316	408453	771	49
50				500-2B/586-87B		F&L, Serv. Contract & Aftmkt Products Income - Other New					50
51	101358	142487	750		411	TOT F&L/SERV. CONTRACTS NEW - M-B/OTHER (LINES 49 & 50)	1130	289316	408453	771	51
52	14914910	223043	933		239	TOT NEW VEHICLE DEPARTMENT (LINES 41 & 51)	619	41024722	812824	1313	52
53				697		LIFO Adjustments - New Vehicles					53
54	14914910	223043	933		239	NET NEW VEHICLE DEPARTMENT (LINES 52 & 53)	619	41024722	812824	1313	54
PRE-OWNED VEHICLES											
56	1092841	118202	4728	430/449 R/L	25	Pre-Owned Vehicles - M-B	85	4105355	371210	4367	56
57	2684658	244431	4365	447R/L	56	Pre-Owned Veh. Certified - M-B	160	7304835	675698	4223	57
58		25496		708		Pre-Owned Veh. Reconditioning - M-B			103622		58
59		197866		669		Pre-Owned Veh. Cert. Recond. - M-B			527955		59
60	3777499	139271	1719		81	TOTAL PRE-OWNED M-B R/L (LINES 56 - 59)	245	11410190	415331	1695	60
61	2000	426	213	434R/L	2	Pre-Owned Other R/L	2	2000	426	213	61
62	3797499	139697	1683		83	TOTAL PRE-OWNED R/L (LINES 60 & 61)	247	11430190	415757	1683	62
63	1055587	43832	1370	433A	32	Pre-Owned Veh Wholesales - M-B	85	2440073	132716	1561	63
64	519298	19197	1200	433B	16	Pre-Owned Veh Wholesales - Other	69	1526624	155497	2254	64
65				634		Pre-Owned Veh Inventory Adjustments					65
66	5372384	202726	1548		131	TOTAL PRE-OWNED VEHICLE SALES (LINES 62 - 65)	401	15396887	703970	1756	66
67				503-04A/553-54		Fin. & Lease Income - Pre-Owned M-B					67
68		44796	800	556	68	Fin. & Lease Income - P/O Certified - M-B	206		146006	913	68
69	39464	19653	243	592-93A/594-95	33	Fin. & Lease Income - Aftmkt Products - P/O - M-B	105	124166	73564	300	69
70				505A/555		Serv. Cont. Income - Pre-Owned M-B					70
71		26055	465	557	36	Extended Limited Warranty Income - Certified M-B P/O	124		94686	592	71
72	39464	90504	1117		137	TOT F&L/SERV. CONTRACTS - P/O M-B (LINES 67 - 71)	435	124166	314256	1283	72
73				696		Pre-Owned Vehicle Repossession Losses					73
74	39464	90504	1117		137	TOT F&L/SC P/O - M-B (LINES 72 & 73)	435	124166	314256	1283	74
75				503-5B/592-93B		F&L, Serv. Cont. & Aftmkt Products Income - P/O Other					75
76	39464	90504	1090		137	TOT F&L/SERV. CONTRACTS PRE-OWNED (LINES 74 & 75)	435	124166	314256	1272	76
77	5411848	293230	2238		131	TOTAL PRE-OWNED VEHICLE DEPT.	401	15521053	1018226	2539	77
78				698		LIFO Adjustments - Pre-Owned Vehicles					78
79	5411848	293230	2238		131	NET PRE-OWNED VEHICLE DEPT.	401	15521053	1018226	2539	79
80	20326758	516273	1395		370	TOTAL VARIABLE (LINES 54 & 79)	1020	56545775	1831050	1795	80

M-B & OTHER GROSS PROFIT ANALYSIS - FIXED OPERATIONS

LINE NO.	CURRENT MONTH					DESCRIPTION	YEAR-TO-DATE					LINE NO.
	SALES	GROSS PROFIT	GP % Sls	ACCT.	TRANS.		TRANS.	SALES	GROSS PROFIT	GP % Sls		
1	354811	259016	730	811	1104	Customer Labor - Mechanical - M-B	3148	988800	726670	735	1	
2	92086	64456	700	814	356	Prepaid Maintenance Labor - M-B	1028	263531	184473	700	2	
3	26326	18346	697	844	47	Extended Limited Warranty Labor - M-B	165	119567	83620	699	3	
4	263293	202657	770	813	1081	Warranty Claim Labor - M-B	2803	716983	557838	778	4	
5				850		3 rd Party Warranty Claim Labor - M-B					5	
6	114130	78030	684	815	477	Internal Labor - M-B	1330	299730	204300	682	6	
7	15433	11754	762	401A	108	Express Labor - M-B	305	49102	36803	750	7	
8	17963	12558	699	403A	104	Express PPM Labor - M-B	364	65333	45715	700	8	
9	7614	5329	700	493A	102	Express Warranty Labor - M-B	318	21234	14861	700	9	
10		(- 4200		657A		Unapplied Labor - M-B		(- 12960			10	
11	891656	656346	736		3379	TOTAL LABOR - M-B (LINES 1-10)	9461	2524280	1867240	740	11	
12				450-1B		Customer & SC Labor - Mechanical - Other					12	
13				454B		Warranty Claim Labor - Other					13	
14				455B		Internal Labor - Other					14	
15				657B		Unapplied Labor - Other					15	
16	891656	656346	736		3379	TOTAL LABOR (LINES 11, 12-15)	9461	2524280	1867240	740	16	
17				851		Service Contract Income					17	
18	120315	22979	191	456		Sublet Repairs		358220	60555	169	18	
19	71708	21041	293	458		Gas, Oil & Grease		217022	64405	297	19	
20	1083679	700366	646		3379	TOTAL SERVICE DEPT. (LINES 16-19)	9461	3099522	1992200	643	20	
21	255727	115230	451	821		R.O. - Mechanical - M-B		748775	335939	449	21	
22				824		R.O. - Prepaid Maintenance - M-B					22	
23	23496	5418	231	845		R.O. - Extended Limited Warranty - M-B		120560	27867	231	23	
24	280773	108621	387	823		Warranty Claim - P&A - M-B		853943	325711	381	24	
25				852		3 rd Party Warranty Claim P&A - M-B					25	
26	81216	15809	195	825		Internal - M-B		215259	42235	196	26	
27	46475	20735	446	826		R.O. - Body Shop - M-B		179504	80449	448	27	
28	43763	9776	223	827	281	Counter Retail - M-B	870	144891	35675	246	28	
29	288999	44951	156	828	535	Wholesale - M-B	1675	944039	120453	128	29	
30				829		Accessories and Promotional Items - M-B					30	
31				842		Wholesales - Body Shop Certified					31	
32	220620	36853	167	843	538	Tires - M-B	1534	623806	107549	172	32	
33	6269	2739	437	404A		Express Parts - M-B		20503	9280	453	33	
34	15012	6165	411	408A		Express PPM Parts - M-B		47838	19652	411	34	
35	4274	1717	402	494A		Express Warranty Parts - M-B		14025	5700	406	35	
36		(- 7481		675A		Inventory Adjustments - M-B		(- 178803			36	
37	1266624	375495	296			TOTAL PARTS - M-B (LINES 21-36)		3913143	1289313	329	37	
38				460-1B		R.O. - Mechanical & Service Contract - Other					38	
39				464B		Warranty Claim - P&A - Other					39	
40				465B		Internal - Other					40	
41	78653	11492	146	462B		R.O. - Body Shop - Other		243729	35969	148	41	
42				466B		Counter Retail - Other					42	
43				467B		Wholesale - Other					43	
44				668B		Stock Order Allowance - Other					44	
45				675B		Inventory Adjustments - Other					45	
46				480B		Accessories - Other					46	
47				492		Assets Taken on Trade/Tires/Promo Gifts					47	
48	1345277	386987	288			TOTAL PARTS DEPARTMENT (LINES 37-47)		4156872	1325282	319	48	
49				699		LIFO Adjustment - Parts					49	
50	1345277	386987	288			NET TOTAL PARTS DEPT. (LINES 48 & 49)		4156872	1325282	319	50	
51	446310	347047	778	838	185	Customer Body Shop Labor - M-B	560	1468663	1134155	772	51	
52	46475	20735	446	840		Customer Body Shop Parts Transfer - M-B		179504	80449	448	52	
53	492785	367782	746		185	TOTAL BODY SHOP M-B (LINES 51 & 52)	560	1648167	1214604	737	53	
54	5683	3978	700	452B	15	Customer Body Shop Labor - Other	63	31149	21744	698	54	
55	78746	11665	148	453B		Customer Body Shop Parts Transfer - Other		243822	36141	148	55	
56	10793	7555	700	455C	18	Internal Body Shop Labor	39	25565	17895	700	56	
57	72823	20968	288	456C		Sublet Repairs - Body Shop		205901	57619	280	57	
58				459		Paint & Body Shop Materials					58	
59				657C		Unapplied Labor - Body Shop					59	
60	660830	411948	623		218	TOTAL BODY SHOP (LINES 53-59)	662	2154604	1348003	626	60	
61	3089786	1499301	485			TOT SERV/PRTS/BODY (LINES 20, 50 & 60)		9410998	4665485	496	61	
62	22438525	1896273	85			TOTAL M-B ALL DEPTS		63084741	6046284	96	62	
63	23416544	2015574	86			TOTAL ALL DEPTS. (BEFORE LIFO) (PG 8 LN 80 + PG 9 LN 61)		65956773	6496535	98	63	
64						TOTAL LIFO ADJUSTMENTS					64	
65	23416544	2015574	86			NET ALL M-B & OTHER DEPT. (LINE 63 MINUS LINE 64)		65956773	6496535	98	65	

COMMERCIAL VEHICLE ANALYSIS

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				2415R/L		Metris Worker Cargo Van					1
2				2416R/L		Metris Worker Passenger Van					2
3	62886	587	294	2408R/L	2	Metris VS20 Cargo Van	2	62886	587	294	3
4				2418R/L		Metris VS20 A3 Cargo Van					4
5	117999	452	151	2407R/L	3	Metris VS20 Passenger Van	9	374329	1861	207	5
6				2417R/L		Sprinter Worker Cargo Van					6
7	242704	1385	231	2401R/L	6	Sprinter 2500 Cargo Van	13	576632	10412	801	7
8	191155	3554	889	2403R/L	4	Sprinter 2500 Passenger Van	6	298705	8225	1371	8
9	90485	3751	1876	2402R/L	2	Sprinter 3500 Cargo Van	9	567666	18428	2048	9
10				2404R/L		Sprinter 3500 Cab Chassis					10
11	705229	9729	572		17	TOTAL NEW COMMERCIAL VEHICLES RETAIL/LEASE	39	1880218	39513	1013	11
12				2411R/L		Courtesy Vehicle Program (CVP) - Comm. Veh.					12
13				2410R/L		Fleet - Commercial Vehicles					13
14	705229	9729	572		17	TOTAL NEW COMMERCIAL VEHICLES (LINES 11-13)	39	1880218	39513	1013	14
15		8442	497	500-01E	11	Fin. & Lease Income - New Commercial Vehicles	27		23448	601	15
16	15700	720	42	586-87E	2	F&L Income - Atfmkt Products - New Commercial Vehicles	2	15700	720	18	16
17				502E		Service Contract Income - New Commercial Vehicles					17
18	15700	9162	539		13	TOT F&L/SC - NEW COMMERCIAL VEHICLES (LINES 15-17)	29	15700	24168	620	18
19				695E		New Vehicle Repossession Losses - Commercial Vehicles					19
20	15700	9162	539		13	TOT F&L/SERV. CONTRACTS NEW - CV (LINES 18 & 19)	29	15700	24168	620	20
21	720929	18891	1111		17	TOT NEW VEHICLE DEPARTMENT - CV (LINES 14 & 20)	39	1895918	63681	1633	21
22				697E		LIFO Adjustments - New Commercial Vehicles					22
23	720929	18891	1111		17	NET NEW VEHICLE DEPARTMENT - CV (LINES 21 & 22)	39	1895918	63681	1633	23
PRE-OWNED VEHICLES											
24				2405R/L	1	Pre-Owned Commercial Vehicles R/L	2	40026	3026	1513	24
25	20537	537	537	2412R/L		Pre-Owned Certified R/L - CV					25
26				2613		Pre-Owned Reconditioning - CV					26
27				2614		Pre-Owned Certified Reconditioning - CV					27
28											28
29	20537	537	537		1	TOTAL PRE-OWNED CV R/L (LINES 25-28)	2	40026	3026	1513	29
30				433E		Pre-Owned Veh Wholesales - Commercial Vehicles					30
31		1355		634E		Pre-Owned Veh Inventory Adjustments - Commercial Vehicles			1630		31
32	20537	- 818	- 818		1	TOTAL PRE-OWNED VEHICLE SALES - CV (LINES 29-31)	2	40026	1396	698	32
33				503-04E		Fin. & Lease Income - P/O Commercial Vehicles					33
34				592-93E		F&L Income - Atfmkt Products - P/O Commercial Vehicles					34
35				505E		Serv. Cont. Income - Pre-Owned Commercial Vehicles					35
36				557E		Extended Limited Warranties - Certified P/O - CV					36
37						TOT F&L/SERV. CONTRACTS - P/O CV (LINES 33-36)					37
38				696E		Pre-Owned Vehicle Repossession Losses - Commercial Vehicles					38
39						TOT F&L/SC P/O - CV (LINES 37 & 38)					39
40	20537	- 818	- 818		1	TOTAL PRE-OWNED VEHICLE DEPT. - Commercial Vehicles	2	40026	1396	698	40
41				698E		LIFO Adjustments - Pre-Owned Commercial Vehicles					41
42	20537	- 818	- 818		1	NET PRE-OWNED VEHICLE DEPT. - Commercial Vehicles	2	40026	1396	698	42
43	741466	18073	1004		18	TOTAL VARIABLE COMMERCIAL VEHICLES (LINES 23 & 42)	41	1935944	65077	1587	43
FIXED OPERATIONS											
44											44
45	SALES	GROSS PROFIT	GP%\$ts	Acct	TRANS.		TRANS.	SALES	GROSS PROFIT	GP%\$ts	45
46	17803	12462	700	811E	34	Customer Labor - Mechanical - Commercial Vehicles	96	52061	36443	700	46
47				814E		Service Contract Labor - Commercial Vehicles					47
48	15941	11160	700	813E	46	Warranty Claim Labor - Commercial Vehicles	160	55839	39071	700	48
49	10468	7184	686	815E	21	Internal Labor - Commercial Vehicles	56	17111	11564	676	49
50	5144	3601	700	401E	12	Express Labor - CV	55	22553	15787	700	50
51				403E		Express PPM Labor - CV	5	1292	904	700	51
52	1248	873	700	493E	9	Express Warranty Labor - CV	44	7046	4932	700	52
53				657E		Unapplied Labor - Commercial Vehicles					53
54	50604	35280	697		122	TOTAL LABOR - COMMERCIAL VEHICLES (LINES 46-53)	416	155902	108701	697	54
55	8048	520	65	456E		Sublet Repairs - Commercial Vehicles		141153	2437	17	55
56				458E		Gas, Oil & Grease - Commercial Vehicles					56
57	58652	35800	610		122	TOTAL SERVICE DEPT. - COMMERCIAL VEHICLES (LINES 54-56)	416	297055	111138	374	57
58	23054	9917	430	821E		R.O. - Mechanical - Commercial Vehicles		58277	24892	427	58
59				824E		R.O. - Service Contract - Commercial Vehicles					59
60	26054	8756	336	823E		Warranty Claim - P&A - Commercial Vehicles		95704	35796	374	60
61	6803	1309	192	825E		Internal - Commercial Vehicles		8197	1551	189	61
62	967	373	386	404E		Express Parts - CV		3879	1512	390	62
63				408E		Express PPM Parts - CV		457	183	400	63
64	42	17	405	494E		Express Warranty Parts - CV		3766	1508	400	64
65				826E		R.O. - Body Shop - Commercial Vehicles		3401	1563	460	65
66	11944	3065	257	827E	25	Counter Retail - Commercial Vehicles	100	43729	10851	248	66
67	1888	454	240	828E	16	Wholesale - Commercial Vehicles	65	12851	3736	291	67
68				829E		Accessories & Promotional Items - Commercial Vehicles					68
69				843E		Tires - Commercial Vehicles					69
70				675E		Inventory Adjustments - Commercial Vehicles					70
71				492E		Assets Taken on Trade/Tires/Promo Gifts - Commercial Veh					71
72	70752	23891	338			TOTAL PARTS - COMMERCIAL VEHICLES (LINES 58-71)		230261	81592	354	72
73				699E		LIFO Adjustment - Parts - Commercial Vehicles					73
74	70752	23891	338			NET TOTAL PARTS DEPT. (LINES 72 & 73)		230261	81592	354	74
75				838E		Customer Body Shop Labor - Commercial Vehicles					75
76				840E		Customer Body Shop Parts Transfer - Commercial Vehicles					76
77				455E		Internal Body Shop Labor - Commercial Vehicles					77
78				2456E		Sublet Repairs - Body Shop - Commercial Vehicles					78
79				459E		Paint & Body Shop Materials - Commercial Vehicles					79
80				2657E		Unapplied Labor - Body Shop - Commercial Vehicles					80
81						TOTAL BODY SHOP COMMERCIAL VEHICLES (LINES 75-80)					81
82	129404	59691	461			TOT SERV/PRTS/BODY COMMERCIAL VEHICLES		527316	192730	365	82
83	870870	77764	89			NET ALL COMMERCIAL VEHICLES DEPT. (LINES 43 & 82)		2463260	257807	105	83

SMART VEHICLE ANALYSIS

LINE NO.	CURRENT MONTH		PER UNIT SOLD	ACCT. NO.	UNITS	GROSS PROFIT - R/L	UNITS	YEAR-TO-DATE		PER UNIT SOLD	LINE NO.
	SALES	GROSS PROFIT						SALES	GROSS PROFIT		
NEW VEHICLES											
1				3401R/L		smartC (Coupe)					1
2				3403R/L		smartA (Cabriolet)					2
3				3416R/L		RESERVED					3
4				3406R/L		smartCE (Electric Drive - Coupe)					4
5				3415R/L		smartAE (Electric Drive - Cabriolet)					5
6				3409R/L		RESERVED					6
7						TOTAL NEW SMART VEHICLES RETAIL/LEASE					7
8				3410R/L		smart Courtesy Vehicle Program (CVP)					8
9				3411R/L		smart Fleet Corporate Sales Program					9
10						TOTAL NEW SMART VEHICLES (LINES 7-9)					10
11				500-01S		Fin. & Lease Income - New smart					11
12				586-87S		F&L Income - Affrmkt Products - New smart					12
13				502S		Serv. Contract & Ext. Warranty - New smart					13
14				3412S		Insurance & Other Products - New smart					14
15						TOT F&L/SC - NEW SMART (LINES 11-14)					15
16				695S		New Vehicle Repossession Losses - smart					16
17						TOT F&L/SERV. CONTRACTS NEW SMART (LINES 15 & 16)					17
18						TOT SMART NEW VEHICLE DEPARTMENT (LINES 10 & 17)					18
19				697S		LIFO Adjustments - New Vehicles - smart					19
20						NET SMART NEW VEHICLE DEPARTMENT (LINES 18 & 19)					20
PRE-OWNED VEHICLES											
22	22067	5582	2791	3413R/L	2	Pre-Owned Vehicles - smart	7	74596	24055	3436	22
23				3414R/L		Pre-Owned Veh Certified - smart					23
24		2120		708S		Pre-Owned Veh. Reconditioning - smart			10120		24
25				669S		Pre-Owned Veh. Cert. Recond. - smart					25
26	22067	3462	1731		2	TOTAL PRE-OWNED SMART R/L (LINES 22-25)	7	74596	13935	1991	26
27				433S		Pre-Owned Veh Wholesales - smart					27
28				634S		Pre-Owned Veh Inventory Adjustments - smart					28
29	22067	3462	1731		2	TOTAL PRE-OWNED VEHICLE SALES - SMART (LINES 26-28)	7	74596	13935	1991	29
30				503-04S		Fin. & Lease Income - P/O - smart					30
31				592-93S		F&L Income - Affrmkt Products - P/O - smart					31
32				505S		Serv. Cont. Income - Pre-Owned - smart					32
33				557S		Extended Limited Warranties - Certified P/O - smart					33
34						TOT F&L/SERV. CONTRACTS - P/O - SMART (LINES 30-33)					34
35				696S		Pre-Owned Vehicle Repossession Losses - smart					35
36	22067	3462	1731		2	TOTAL PRE-OWNED VEHICLE DEPT. - SMART (LINES 29-34 & 35)	7	74596	13935	1991	36
37				698S		LIFO Adjustments - Pre-Owned Vehicles - smart					37
38	22067	3462	1731		2	NET PRE-OWNED VEHICLE DEPT. - SMART (LINES 36 & 37)	7	74596	13935	1991	38
39	22067	3462	1731		2	TOTAL VARIABLE - SMART (LINES 20 & 38)	7	74596	13935	1991	39
FIXED OPERATIONS											
41	SALES	GROSS PROFIT	GP%SlS	Acct	TRANS.		TRANS.	SALES	GROSS PROFIT	GP%SlS	41
42	5775	4051	701	811S	20	Customer Labor - Mechanical - smart	67	22843	15947	698	42
43				814S		Service Contract Labor - smart					43
44	4957	3427	691	813S	18	Warranty Claim Labor - smart	58	17052	11893	697	44
45	1144	793	693	815S	2	Internal Labor - smart	11	6343	4390	692	45
46				401S		Express Labor - smart					46
47				403S		Express PPM Labor - smart					47
48				493S		Express Warranty Labor - smart					48
49				657S		Unapplied Labor - smart					49
50	11876	8271	696		40	TOTAL LABOR - SMART (LINES 42-49)	136	46238	32230	697	50
51	150	- 104	693	456S		Sublet Repairs - smart		1677	67	40	51
52				458S		Gas, Oil & Grease - smart					52
53	12026	8167	679		40	TOTAL SERVICE DEPT. - SMART (LINES 50-52)	136	47915	32297	674	53
54	4803	2340	487	821S		R.O. - Mechanical - smart		16902	8372	495	54
55				824S		R.O. - Service Contract - smart					55
56	6210	2467	397	823S		Warranty Claim - P&A - smart		20839	7155	343	56
57	857	349	407	825S		Internal - smart		2608	1021	391	57
58				826S		R.O. - Body Shop - smart					58
59	877	352	401	827S	7	Counter Retail - smart	30	4453	1488	334	59
60	2402	716	298	828S	15	Wholesale - smart	59	8646	2729	316	60
61				829S		Accessories & Promotional Items - smart					61
62				930S		Stock Order Allowance - smart					62
63				842S		Wholesale Body Shop - smart					63
64				843S		Tires - smart					64
65				675S		Inventory Adjustments - smart					65
66				492S		Assets Taken on Trade/Tires/Promo Gifts - smart					66
67				404S		Express Parts - smart					67
68				408S		Express PPM Parts - smart					68
69				494S		Express Warranty Parts - smart					69
70	15149	6224	411			TOTAL PARTS - SMART (LINES 54-69)		53448	20765	389	70
71				699S		LIFO Adjustment - Parts - smart					71
72	15149	6224	411			NET TOTAL PARTS DEPT. SMART (LINES 70 & 71)		53448	20765	389	72
73				838S		Customer Body Shop Labor - smart					73
74				840S		Customer Body Shop Parts Transfer - smart					74
75				455S		Internal Body Shop Labor - smart					75
76				3456S		Sublet Repairs - Body Shop - smart					76
77				459S		Paint & Body Shop Materials - smart					77
78				3657S		Unapplied Labor - Body Shop - smart					78
79						TOTAL BODY SHOP SMART (LINES 73-78)					79
80	27175	14391	530			TOT SERV/PRTS/BODY SMART		101363	53062	523	80
81	49242	17853	363			NET ALL SMART DEPT.		175959	66997	381	81

SUMMARY OF OPERATING RESULTS												
LINE NO.										LINE NO.		
1	RECEIVABLES ANALYSIS			TOTAL	CURRENT	31-60	61-90	OVER 90			1	
2	Vehicle			1235336	1235336						2	
3	Service, Parts & Body			887694	657731	107659	26867	95437			3	
4	Warranty			71388	71388						4	
5											5	
6	INVENTORY ANALYSIS			TOTAL	CURRENT	31 - 60	61+					6
7				UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT	7
8	Demonstrators			5	309927	1	16815	1	45500	3	247612	8
9	Courtesy Vehicle Program (CVP)			173	7548702	49	2208916	20	879766	104	4460020	9
10	New Vehicles - M-B			338	23258090	193	12759828	56	3926629	89	6571633	10
11	New Vehicles - Commercial Vehicles			32	1653551	5	174775	5	273938	22	1204838	11
12	New Vehicles - smart											12
13	New Vehicles - Other											13
14	Pre-Owned Vehicles - M-B			156	6519908	77	2885018	44	1910543	35	1724347	14
15	Pre-Owned Vehicles - Commercial Vehicles			3	111348			2	35848	1	75500	15
16	Pre-Owned Vehicles - smart			1	8121			1	8121			16
17	Pre-Owned Vehicles - Other			19	483972	15	304350	3	101622	1	78000	17
18				TOTAL		0 mos. - 12 mos.		OVER 12 mos.			18	
19	Parts			1370214		1337953		32261			19	
20	Accessories										20	
21	Hourly Labor Rates			Customer	Warranty	Internal					21	
22	Mechanical - M-B			169.00	153.20	169.00					22	
23	Mechanical - Commercial Vehicles			169.00	146.80	169.00					23	
24	Mechanical - smart			155.00	136.30	155.00					24	
25	Mechanical - Other										25	
26	Body Shop - M-B										26	
27	Body Shop - Commercial Vehicles										27	
28	Body Shop - smart										28	
29	Body Shop - Other										29	
30											30	
31	Effective Labor Rate - M-B			151.04	153.97	149.98					31	
32	Effective Labor Rate - CV			166.52	145.31	141.46					32	
33	Effective Labor Rate - smart			154.41	141.22	152.47					33	
34											34	
35	Total Labor Hours By Category			Current Month	Year-To-Date					35		
36	Customer Labor - Mechanical M-B			2451	6872					36		
37	Prepaid Maintenance Labor - M-B			715	2136					37		
38	Extended Limited Warranty Labor - M-B			171	777					38		
39	Warranty Claim Labor M-B			1759	4795					39		
40	Internal Labor M-B			761	1998					40		
41	Total M-B Labor Hours			5857	16578					41		
42	Consolidated Customer Pay Labor - M-B			3337	9785					42		
43	Total M-B Labor per RO			3	2					43		
44	Customer Labor - Mechanical - Commercial Vehicles			107	313					44		
45	Service Contract Labor - Commercial Vehicles									45		
46	Warranty Claim Labor - Commercial Vehicles			110	384					46		
47	Internal Labor - Commercial Vehicles			74	121					47		
48	Total Commercial Vehicles Labor Hours			291	818					48		
49	Customer Labor - Mechanical - smart			37	148					49		
50	Service Contract Labor - smart									50		
51	Warranty Claim Labor - smart			35	121					51		
52	Internal Labor - smart			8	42					52		
53	Total smart Labor Hours			80	311					53		
54	FIXED COVERAGE TREND			JAN: 78.45	MAR: 82.49	MAY:	JUL:	SEP:	NOV:			54
55				FEB: 83.81	APR:	JUN:	AUG:	OCT:	DEC:			55
56				YTD: 81.39								56
57											57	
58	PERSONNEL			NEW	PRE-OWNED	SERVICE	PARTS	BODY	TOTAL			58
59	Owners			100					100			59
60	General Manager			100					100			60
61	Department Managers			200	100	500	100	200	1100			61
62	F & I Staff											62
63	Representatives - M-B			2300	500				2800			63
64	Representatives - Commercial Vehicles			200					200			64
65	Representatives - Smart			100					100			65
66	Representatives - Other											66
67	Serv. Advisors - M-B					1000		700	1700			67
68	Serv. Advisors - Commercial Vehicles					100			100			68
69	Serv. Advisors - smart					100			100			69
70	Serv. Advisors - Express											70
71	Serv. Advisors - Other											71
72	Technicians - M-B					4900		2300	7200			72
73	Technicians - Commercial Vehicles					200			200			73
74	Technicians - smart					100			100			74
75	Technicians - Express											75
76	Technicians - Other											76
77	Parts Personnel - M-B						900		900			77
78	Parts Personnel - Other											78
79	Clerical Personnel			1400	300	800	400	300	3200			79
80	Other Personnel			1800	100	1800	700	1400	5800			80
81	TOTAL PERSONNEL			6200	1000	9500	2100	4900	23700			81

Estimated Bonus Profit Contribution		
Dept.	Current Month	Year-To-Date
New Vehicle	443901	826605
Pre-Owned	73764	377880
Service	- 19668	- 205506
Parts	32109	278679
Body	39421	171851
FOR PAY PLAN DISCUSSIONS ONLY		
Repair Order Count	Current Month	Year-To-Date
M-B	2321	6856
Commercial Vehicles	79	282
smart	30	119
Total M-B Service Hours	Current Month	Year-To-Date
Available	6362.0	17984.0
Actual	5602.0	16025.0
Operation	6519.0	18328.8
Productivity	88.05	89.11
Efficiency	116.37	114.38
Total CV Service Hours	Current Month	Year-To-Date
Available	390.0	1209.0
Actual	350.0	1080.0
Operation	364.0	1116.0
Productivity	89.74	89.33
Efficiency	104.00	103.33
Total smart Service Hours	Current Month	Year-To-Date
Available	104.0	359.0
Actual	92.0	321.0
Operation	95.0	331.0
Productivity	88.46	89.42
Efficiency	103.26	103.12