

Year To Date Production				Year To Date Charge backs			
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	415	312	727	Finance or Lease Reserve	-25564	-5666	-31230
Finance or Lease Contracts	328	205	533	Service Contracts	-62231	-36917	-99148
Service Contracts	224	196	420	Pre-paid Maintenance	-36590	-16845	-53435
Pre-Paid Maintenance	157	106	263	GAP	-16671	-13513	-30184
GAP	135	115	250	Theft Deterrent			0
Theft Deterrent	2	0	2	Paint Sealant & Appearance			0
Paint Sealant & Appearance	12	1	13	Tire/Wheel			0
Tire/Wheel	59	21	80	Lease Care			0
Lease Care	2		2	Other _____			0
Other _____			0				0

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	153793	118928	272721
Service Contracts	339770	293636	633406
Pre-Paid maintenance	142721	73895	216616
GAP	61484	47373	108857
Theft Deterrent			0
Paint Sealant & Appearance	12741	100	12841
Tire/Wheel	45155	11968	57123
Lease Care	100	0	100
Other _____			0

