

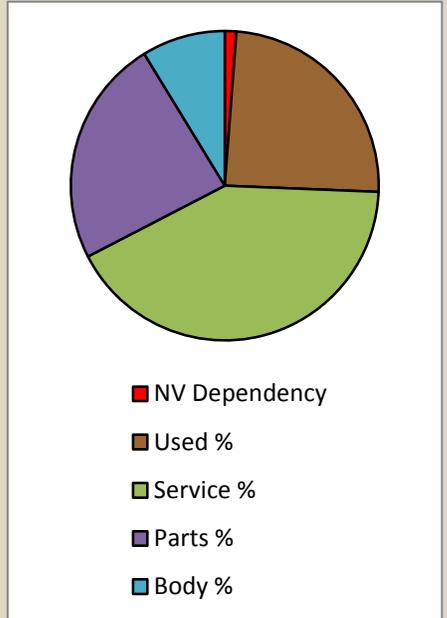
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	1,333,445
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	533,378
	Current Used Absorption	24.43%
	Current Used Gross per Month	325,786
	Additional Used Gross Needed per Month	207,591
	Current Used Retail Gross per Unit	2,112
	Additional Used Units Needed per Month	98
	# of Used Salespeople	12.0
	Additional Units Needed per Salesperson per Month	8
	Current Used Retail Units Sold per Month	154
	Additional Used Gross per Unit Needed per Month	1,346
Service Dept	Total Dealership Expense per Month	1,333,445
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	400,033
	Current Service Absorption	41.79%
	Current Service Gross per Month	557,199
	Additional Service Gross per Month Needed	(157,166)
	Service Customer Labor Gross % Sales	73.19%
	Additional Service Customer Sales per Month Needed	(214,737)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(9,761)
	Service Customer Effective Labor Rate	68.46
	Additional Service Customer Hours per Day Needed	(142.58)
	# of Service Writers	17.0
	Add'l Service Customer Hours per Writer per Day Needed	(8.39)
	# of Service Techs	47.0
	Add'l Service Customer Hours per Tech per Day Needed	(3.03)
	# of Customer Repair Orders per Month	2,351
	Add'l Service Customer Sales per R.O.	(91.32)
Add'l Service Customer Hours per R.O.	(1.33)	
Part Dept	Total Dealership Expense per Month	1,333,445
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	266,689
	Current Parts Absorption	23.81%
	Current Parts Gross per Month	317,530
	Additional Parts Gross Needed	(50,841)
	Parts Customer RO Gross % Sales	40.60%
Additional Parts Customer RO Sales Needed	(125,224)	
Body Shop	Total Dealership Expense	1,333,445
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	133,344
	Current Body Shop Absorption	8.76%
	Current Body Shop Gross per Month	116,844
	Additional Body Shop Gross Needed	16,500
	Body Shop Customer Labor Gross % Sales	56.34%
	Additional Body Shop Customer Labor Sales Needed	29,287
Body Shop Customer Labor Sales per RO	927	
Additional Body Shop Customer Labor ROs Needed	32	
Total	Total Additional Gross per Month for 100% Absorption	16,085
	Current Total Dealership Gross per Month	1,524,437
	Current plus Additional Gross	1,540,522
	Potential Dealership Net Profit % Sales	3.31%
	Current Net Profit % Sales	3.19%
Increase in Net Profit (negative means already > 100%)	0.12%	

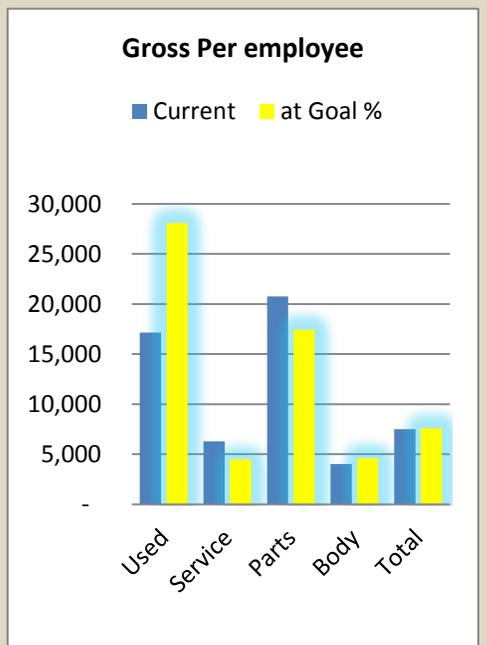
Total Absorption %	98.79%
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Breakeven Units	22
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NV Dependency	1.21%
Used %	24.43%
Service %	41.79%
Parts %	23.81%
Body %	8.76%



Gross Per employee		
	Current	at Goal %
Used	17,147	28,073
Service	6,268	4,500
Parts	20,754	17,431
Body	4,015	4,582
Total	7,510	7,589



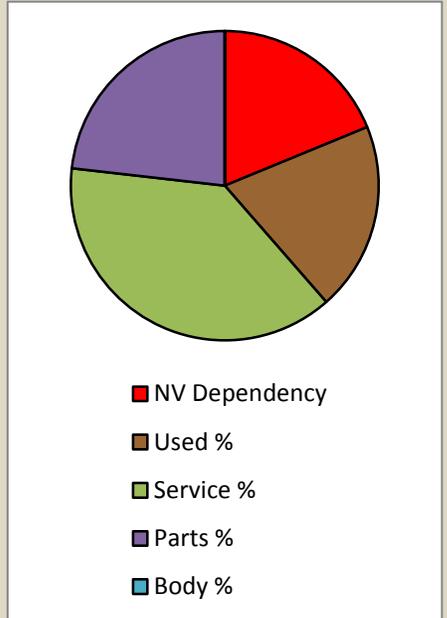
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	807,182
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	322,873
	Current Used Absorption	19.73%
	Current Used Gross per Month	159,223
	Additional Used Gross Needed per Month	163,649
	Current Used Retail Gross per Unit	2,305
	Additional Used Units Needed per Month	71
	# of Used Salespeople	4.0
	Additional Units Needed per Salesperson per Month	18
	Current Used Retail Units Sold per Month	69
	Additional Used Gross per Unit Needed per Month	2,369
Service Dept	Total Dealership Expense per Month	807,182
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	282,514
	Current Service Absorption	38.26%
	Current Service Gross per Month	308,811
	Additional Service Gross per Month Needed	(26,297)
	Service Customer Labor Gross % Sales	68.58%
	Additional Service Customer Sales per Month Needed	(38,345)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(1,743)
	Service Customer Effective Labor Rate	125.00
	Additional Service Customer Hours per Day Needed	(13.94)
	# of Service Writers	6.0
	Add'l Service Customer Hours per Writer per Day Needed	(2.32)
	# of Service Techs	26.0
	Add'l Service Customer Hours per Tech per Day Needed	(0.54)
	# of Customer Repair Orders per Month	1,413
	Add'l Service Customer Sales per R.O.	(27.13)
Add'l Service Customer Hours per R.O.	(0.22)	
Part Dept	Total Dealership Expense per Month	807,182
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	201,795
	Current Parts Absorption	23.20%
	Current Parts Gross per Month	187,291
	Additional Parts Gross Needed	14,505
	Parts Customer RO Gross % Sales	36.86%
Additional Parts Customer RO Sales Needed	39,351	
Body Shop	Total Dealership Expense	807,182
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	151,857
	Current Total Dealership Gross per Month	980,157
	Current plus Additional Gross	1,132,014
	Potential Dealership Net Profit % Sales	4.64%
	Current Net Profit % Sales	3.05%
Increase in Net Profit (negative means already > 100%)	1.59%	

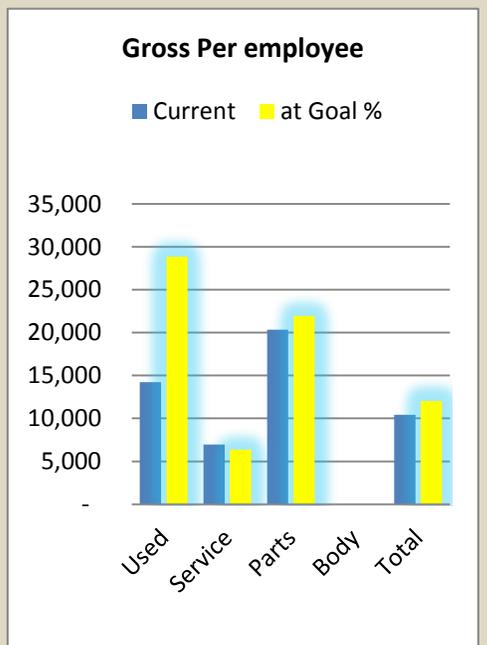
Total Absorption %	81.19%
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Breakeven Units	80
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NV Dependency	18.81%
Used %	19.73%
Service %	38.26%
Parts %	23.20%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	14,216	28,828
Service	6,971	6,377
Parts	20,358	21,934
Body	-	-
Total	10,427	12,043



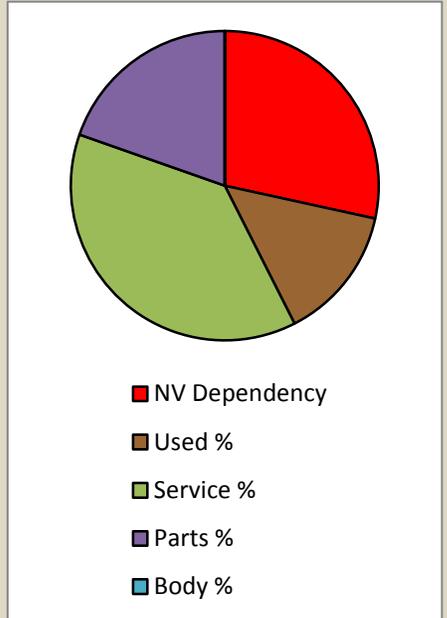
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	317,512
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	127,005
	Current Used Absorption	14.10%
	Current Used Gross per Month	44,763
	Additional Used Gross Needed per Month	82,242
	Current Used Retail Gross per Unit	842
	Additional Used Units Needed per Month	98
	# of Used Salespeople	0.0
	Additional Units Needed per Salesperson per Month	0
	Current Used Retail Units Sold per Month	53
	Additional Used Gross per Unit Needed per Month	1,547
Service Dept	Total Dealership Expense per Month	317,512
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	111,129
	Current Service Absorption	37.85%
	Current Service Gross per Month	120,184
	Additional Service Gross per Month Needed	(9,054)
	Service Customer Labor Gross % Sales	69.35%
	Additional Service Customer Sales per Month Needed	(13,056)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(593)
	Service Customer Effective Labor Rate	61.18
	Additional Service Customer Hours per Day Needed	(9.70)
	# of Service Writers	3.0
	Add'l Service Customer Hours per Writer per Day Needed	(3.23)
	# of Service Techs	6.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.62)
	# of Customer Repair Orders per Month	570
	Add'l Service Customer Sales per R.O.	(22.90)
Add'l Service Customer Hours per R.O.	(0.37)	
Part Dept	Total Dealership Expense per Month	317,512
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	79,378
	Current Parts Absorption	19.64%
	Current Parts Gross per Month	62,363
	Additional Parts Gross Needed	17,015
	Parts Customer RO Gross % Sales	45.96%
Additional Parts Customer RO Sales Needed	37,021	
Body Shop	Total Dealership Expense	317,512
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
Additional Body Shop Customer Labor Sales Needed	0	
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	90,203
	Current Total Dealership Gross per Month	299,247
	Current plus Additional Gross	389,450
	Potential Dealership Net Profit % Sales	7.62%
	Current Net Profit % Sales	4.28%
Increase in Net Profit (negative means already > 100%)	3.34%	

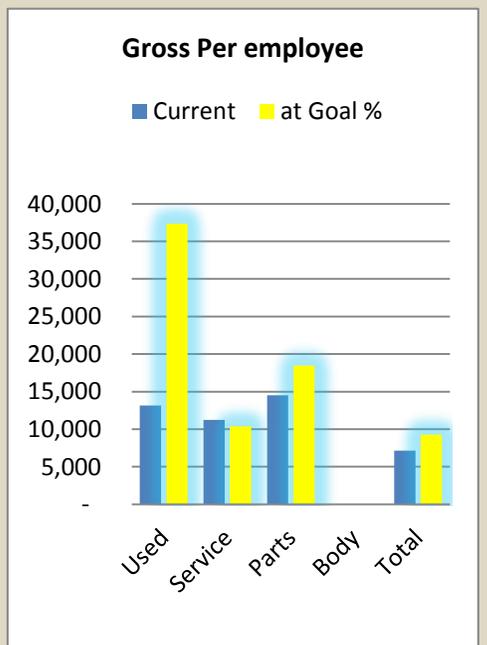
Total Absorption %	71.59%
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Breakeven Units	72
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NV Dependency	28.41%
Used %	14.10%
Service %	37.85%
Parts %	19.64%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	13,165	37,354
Service	11,232	10,386
Parts	14,503	18,460
Body	-	-
Total	7,125	9,273



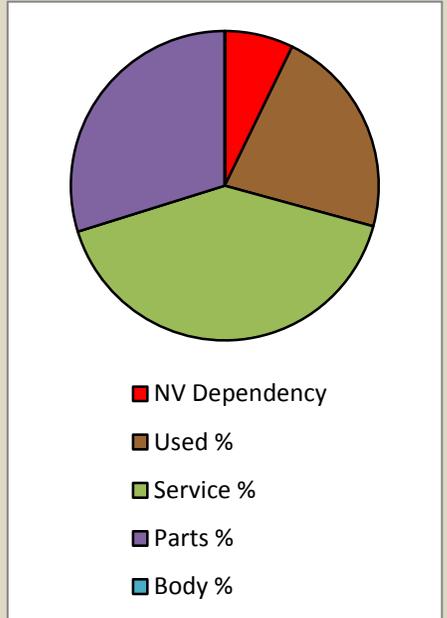
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	675,471
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	270,188
	Current Used Absorption	25.72%
	Current Used Gross per Month	173,706
	Additional Used Gross Needed per Month	96,482
	Current Used Retail Gross per Unit	2,447
	Additional Used Units Needed per Month	39
	# of Used Salespeople	8.0
	Additional Units Needed per Salesperson per Month	5
	Current Used Retail Units Sold per Month	71
	Additional Used Gross per Unit Needed per Month	1,359
Service Dept	Total Dealership Expense per Month	675,471
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	236,415
	Current Service Absorption	47.89%
	Current Service Gross per Month	323,484
	Additional Service Gross per Month Needed	(87,069)
	Service Customer Labor Gross % Sales	78.05%
	Additional Service Customer Sales per Month Needed	(111,556)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(5,071)
	Service Customer Effective Labor Rate	95.16
	Additional Service Customer Hours per Day Needed	(53.28)
	# of Service Writers	7.0
	Add'l Service Customer Hours per Writer per Day Needed	(7.61)
	# of Service Techs	21.0
	Add'l Service Customer Hours per Tech per Day Needed	(2.54)
	# of Customer Repair Orders per Month	1,123
	Add'l Service Customer Sales per R.O.	(99.38)
Add'l Service Customer Hours per R.O.	(1.04)	
Part Dept	Total Dealership Expense per Month	675,471
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	168,868
	Current Parts Absorption	34.83%
	Current Parts Gross per Month	235,265
	Additional Parts Gross Needed	(66,397)
	Parts Customer RO Gross % Sales	44.62%
Additional Parts Customer RO Sales Needed	(148,805)	
Body Shop	Total Dealership Expense	675,471
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	(56,984)
	Current Total Dealership Gross per Month	742,476
	Current plus Additional Gross	685,492
	Potential Dealership Net Profit % Sales	4.18%
	Current Net Profit % Sales	5.06%
Increase in Net Profit (negative means already > 100%)	-0.88%	

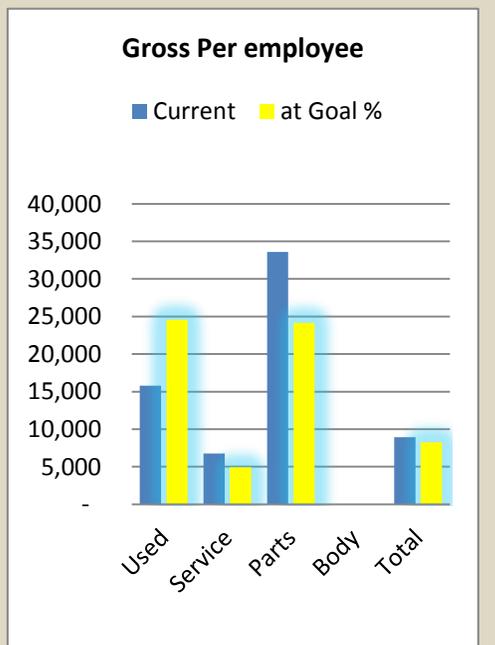
Total Absorption %
108.44%

Breakeven Units
(413)

NV Dependency	-8.44%	Great Job!
Used %	25.72%	
Service %	47.89%	
Parts %	34.83%	
Body %	0.00%	



	Current	at Goal %
Used	15,791	24,563
Service	6,739	4,925
Parts	33,609	24,124
Body	-	-
Total	8,945	8,259



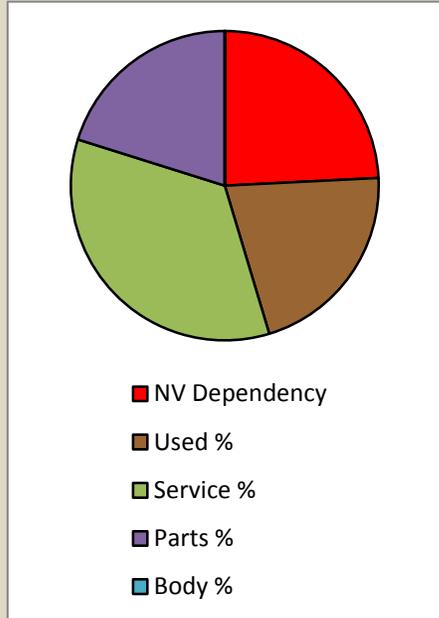
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	602,056
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	240,822
	Current Used Absorption	21.13%
	Current Used Gross per Month	127,208
	Additional Used Gross Needed per Month	113,614
	Current Used Retail Gross per Unit	2,544
	Additional Used Units Needed per Month	45
	# of Used Salespeople	5.0
	Additional Units Needed per Salesperson per Month	9
	Current Used Retail Units Sold per Month	50
	Additional Used Gross per Unit Needed per Month	2,272
Service Dept	Total Dealership Expense per Month	602,056
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	180,617
	Current Service Absorption	34.50%
	Current Service Gross per Month	207,690
	Additional Service Gross per Month Needed	(27,073)
	Service Customer Labor Gross % Sales	68.72%
	Additional Service Customer Sales per Month Needed	(39,397)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(1,791)
	Service Customer Effective Labor Rate	121.74
	Additional Service Customer Hours per Day Needed	(14.71)
	# of Service Writers	5.0
	Add'l Service Customer Hours per Writer per Day Needed	(2.94)
	# of Service Techs	8.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.84)
	# of Customer Repair Orders per Month	734
	Add'l Service Customer Sales per R.O.	(53.67)
Add'l Service Customer Hours per R.O.	(0.44)	
Part Dept	Total Dealership Expense per Month	602,056
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	120,411
	Current Parts Absorption	20.17%
	Current Parts Gross per Month	121,434
	Additional Parts Gross Needed	(1,023)
	Parts Customer RO Gross % Sales	36.05%
Additional Parts Customer RO Sales Needed	(2,837)	
Body Shop	Total Dealership Expense	602,056
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	60,206
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	23
	Additional Body Shop Gross Needed	60,182
	Body Shop Customer Labor Gross % Sales	32.82%
	Additional Body Shop Customer Labor Sales Needed	183,371
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	145,700
	Current Total Dealership Gross per Month	625,032
	Current plus Additional Gross	770,732
	Potential Dealership Net Profit % Sales	4.66%
	Current Net Profit % Sales	2.55%
Increase in Net Profit (negative means already > 100%)	2.11%	

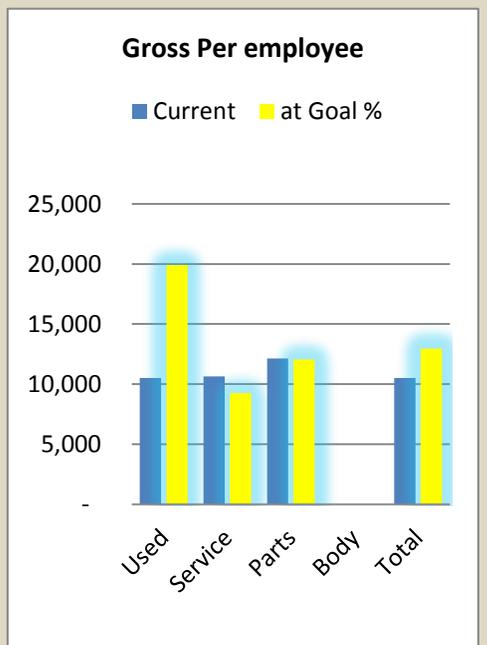
Total Absorption %	75.80%
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Breakeven Units	52
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NV Dependency	24.20%
Used %	21.13%
Service %	34.50%
Parts %	20.17%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	10,513	19,903
Service	10,651	9,262
Parts	12,143	12,041
Body	-	-
Total	10,505	12,953



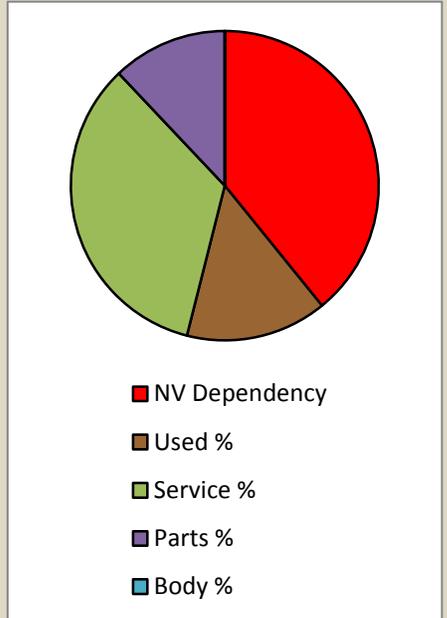
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	628,007
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	251,203
	Current Used Absorption	14.84%
	Current Used Gross per Month	93,178
	Additional Used Gross Needed per Month	158,025
	Current Used Retail Gross per Unit	1,454
	Additional Used Units Needed per Month	109
	# of Used Salespeople	9.0
	Additional Units Needed per Salesperson per Month	12
	Current Used Retail Units Sold per Month	64
	Additional Used Gross per Unit Needed per Month	2,466
Service Dept	Total Dealership Expense per Month	628,007
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	219,802
	Current Service Absorption	33.96%
	Current Service Gross per Month	213,266
	Additional Service Gross per Month Needed	6,537
	Service Customer Labor Gross % Sales	63.72%
	Additional Service Customer Sales per Month Needed	10,259
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	466
	Service Customer Effective Labor Rate	120.00
	Additional Service Customer Hours per Day Needed	3.89
	# of Service Writers	5.0
	Add'l Service Customer Hours per Writer per Day Needed	0.78
	# of Service Techs	13.0
	Add'l Service Customer Hours per Tech per Day Needed	0.30
	# of Customer Repair Orders per Month	778
	Add'l Service Customer Sales per R.O.	13.19
Add'l Service Customer Hours per R.O.	0.11	
Part Dept	Total Dealership Expense per Month	628,007
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	157,002
	Current Parts Absorption	12.08%
	Current Parts Gross per Month	75,877
	Additional Parts Gross Needed	81,124
	Parts Customer RO Gross % Sales	29.99%
Additional Parts Customer RO Sales Needed	270,505	
Body Shop	Total Dealership Expense	628,007
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	245,686
	Current Total Dealership Gross per Month	561,105
	Current plus Additional Gross	806,791
	Potential Dealership Net Profit % Sales	4.73%
	Current Net Profit % Sales	1.04%
Increase in Net Profit (negative means already > 100%)	3.69%	

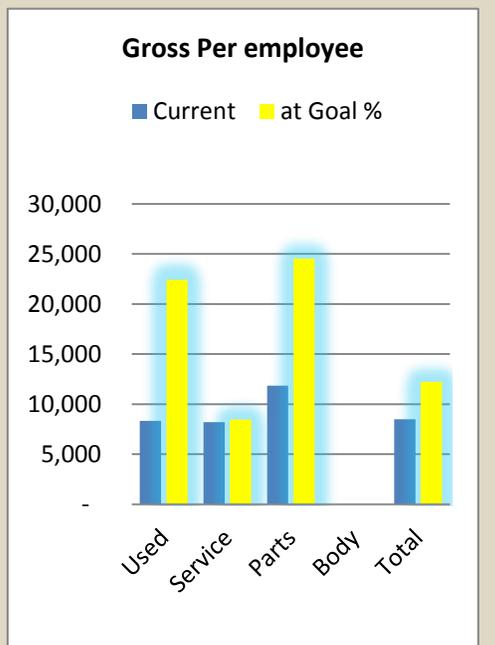
Total Absorption %	60.88%
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Breakeven Units	145
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NV Dependency	39.12%
Used %	14.84%
Service %	33.96%
Parts %	12.08%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	8,319	22,429
Service	8,203	8,454
Parts	11,856	24,532
Body	-	-
Total	8,502	12,224



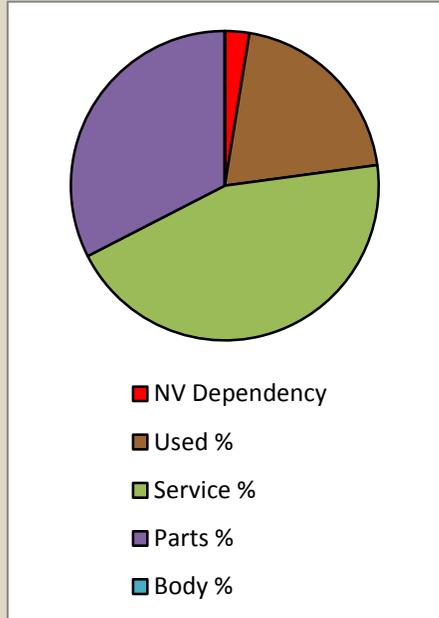
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	599,627
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	239,851
	Current Used Absorption	20.29%
	Current Used Gross per Month	121,652
	Additional Used Gross Needed per Month	118,199
	Current Used Retail Gross per Unit	1,908
	Additional Used Units Needed per Month	62
	# of Used Salespeople	9.0
	Additional Units Needed per Salesperson per Month	7
	Current Used Retail Units Sold per Month	64
	Additional Used Gross per Unit Needed per Month	1,854
Service Dept	Total Dealership Expense per Month	599,627
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	209,869
	Current Service Absorption	44.61%
	Current Service Gross per Month	267,511
	Additional Service Gross per Month Needed	(57,641)
	Service Customer Labor Gross % Sales	69.71%
	Additional Service Customer Sales per Month Needed	(82,687)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(3,759)
	Service Customer Effective Labor Rate	128.00
	Additional Service Customer Hours per Day Needed	(29.36)
	# of Service Writers	7.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.19)
	# of Service Techs	26.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.13)
	# of Customer Repair Orders per Month	1,107
	Add'l Service Customer Sales per R.O.	(74.69)
Add'l Service Customer Hours per R.O.	(0.58)	
Part Dept	Total Dealership Expense per Month	599,627
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	149,907
	Current Parts Absorption	32.52%
	Current Parts Gross per Month	195,000
	Additional Parts Gross Needed	(45,094)
	Parts Customer RO Gross % Sales	44.37%
Additional Parts Customer RO Sales Needed	(101,631)	
Body Shop	Total Dealership Expense	599,627
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	15,464
	Current Total Dealership Gross per Month	666,456
	Current plus Additional Gross	681,919
	Potential Dealership Net Profit % Sales	3.91%
	Current Net Profit % Sales	3.63%
Increase in Net Profit (negative means already > 100%)	0.28%	

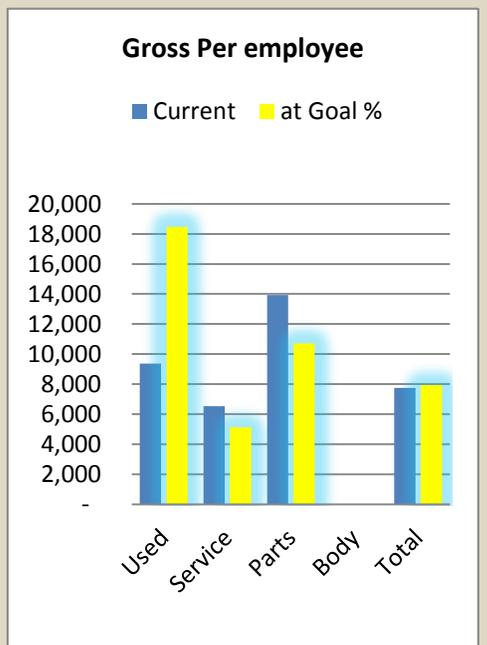
Total Absorption %	97.42%
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Breakeven Units	23
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NV Dependency	2.58%
Used %	20.29%
Service %	44.61%
Parts %	32.52%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	9,358	18,450
Service	6,525	5,119
Parts	13,929	10,708
Body	-	-
Total	7,749	7,929



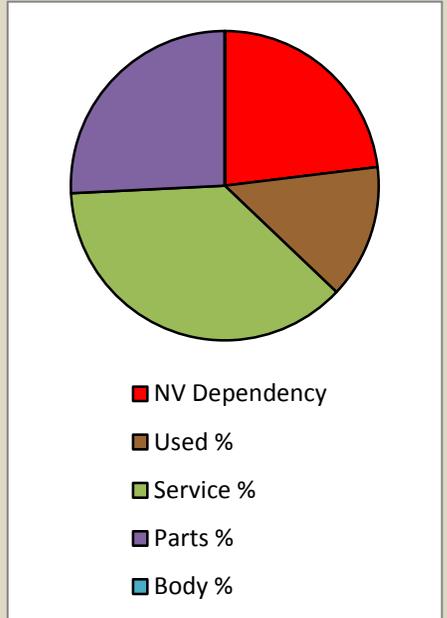
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	955,072
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	382,029
	Current Used Absorption	14.00%
	Current Used Gross per Month	133,703
	Additional Used Gross Needed per Month	248,326
	Current Used Retail Gross per Unit	1,256
	Additional Used Units Needed per Month	198
	# of Used Salespeople	10.0
	Additional Units Needed per Salesperson per Month	20
	Current Used Retail Units Sold per Month	106
	Additional Used Gross per Unit Needed per Month	2,334
Service Dept	Total Dealership Expense per Month	955,072
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	286,521
	Current Service Absorption	37.15%
	Current Service Gross per Month	354,767
	Additional Service Gross per Month Needed	(68,245)
	Service Customer Labor Gross % Sales	68.43%
	Additional Service Customer Sales per Month Needed	(99,730)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(4,533)
	Service Customer Effective Labor Rate	120.00
	Additional Service Customer Hours per Day Needed	(37.78)
	# of Service Writers	11.0
	Add'l Service Customer Hours per Writer per Day Needed	(3.43)
	# of Service Techs	31.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.22)
	# of Customer Repair Orders per Month	700
	Add'l Service Customer Sales per R.O.	(142.52)
Add'l Service Customer Hours per R.O.	(1.19)	
Part Dept	Total Dealership Expense per Month	955,072
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	191,014
	Current Parts Absorption	25.78%
	Current Parts Gross per Month	246,231
	Additional Parts Gross Needed	(55,216)
	Parts Customer RO Gross % Sales	40.14%
Additional Parts Customer RO Sales Needed	(137,559)	
Body Shop	Total Dealership Expense	955,072
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	95,507
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	42
	Additional Body Shop Gross Needed	95,465
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	220,329
	Current Total Dealership Gross per Month	841,180
	Current plus Additional Gross	1,061,509
	Potential Dealership Net Profit % Sales	2.75%
	Current Net Profit % Sales	0.01%
Increase in Net Profit (negative means already > 100%)	2.74%	

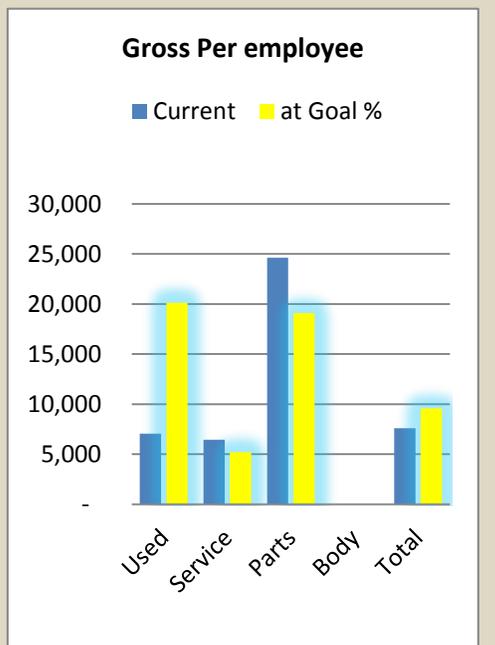
Total Absorption %	76.93%
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Breakeven Units	299
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NV Dependency	23.07%
Used %	14.00%
Service %	37.15%
Parts %	25.78%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	7,037	20,107
Service	6,450	5,209
Parts	24,623	19,101
Body	-	-
Total	7,578	9,563



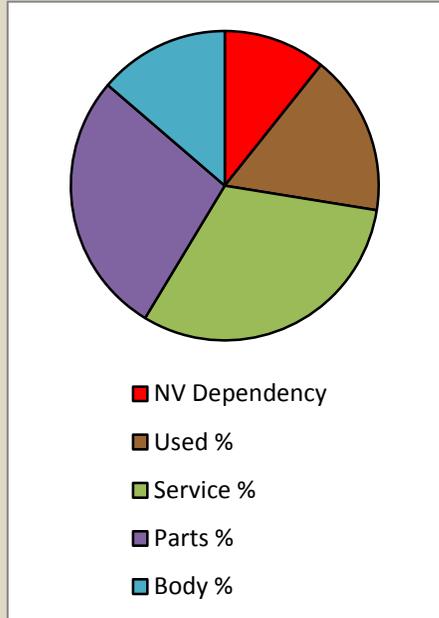
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	683,195
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	273,278
	Current Used Absorption	16.79%
	Current Used Gross per Month	114,682
	Additional Used Gross Needed per Month	158,596
	Current Used Retail Gross per Unit	1,731
	Additional Used Units Needed per Month	92
	# of Used Salespeople	10.0
	Additional Units Needed per Salesperson per Month	9
	Current Used Retail Units Sold per Month	66
	Additional Used Gross per Unit Needed per Month	2,394
Service Dept	Total Dealership Expense per Month	683,195
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	204,959
	Current Service Absorption	31.12%
	Current Service Gross per Month	212,643
	Additional Service Gross per Month Needed	(7,685)
	Service Customer Labor Gross % Sales	71.35%
	Additional Service Customer Sales per Month Needed	(10,770)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(490)
	Service Customer Effective Labor Rate	79.79
	Additional Service Customer Hours per Day Needed	(6.14)
	# of Service Writers	5.0
	Add'l Service Customer Hours per Writer per Day Needed	(1.23)
	# of Service Techs	17.0
	Add'l Service Customer Hours per Tech per Day Needed	(0.36)
	# of Customer Repair Orders per Month	690
	Add'l Service Customer Sales per R.O.	(15.61)
Add'l Service Customer Hours per R.O.	(0.20)	
Part Dept	Total Dealership Expense per Month	683,195
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	136,639
	Current Parts Absorption	27.61%
	Current Parts Gross per Month	188,623
	Additional Parts Gross Needed	(51,984)
	Parts Customer RO Gross % Sales	39.82%
Additional Parts Customer RO Sales Needed	(130,547)	
Body Shop	Total Dealership Expense	683,195
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	68,320
	Current Body Shop Absorption	13.73%
	Current Body Shop Gross per Month	93,826
	Additional Body Shop Gross Needed	(25,507)
	Body Shop Customer Labor Gross % Sales	60.14%
	Additional Body Shop Customer Labor Sales Needed	(42,412)
Body Shop Customer Labor Sales per RO	521	
Additional Body Shop Customer Labor ROs Needed	(81)	
Total	Total Additional Gross per Month for 100% Absorption	73,421
	Current Total Dealership Gross per Month	781,357
	Current plus Additional Gross	854,778
	Potential Dealership Net Profit % Sales	4.07%
	Current Net Profit % Sales	2.95%
Increase in Net Profit (negative means already > 100%)	1.12%	

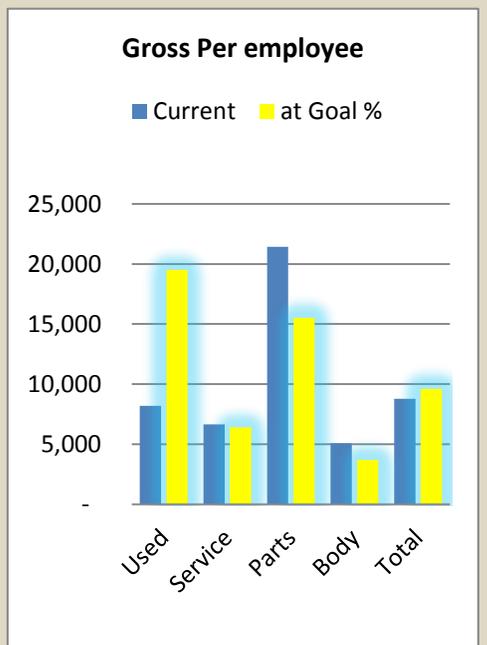
Total Absorption %	89.25%
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Breakeven Units	40
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NV Dependency	10.75%
Used %	16.79%
Service %	31.12%
Parts %	27.61%
Body %	13.73%



Gross Per employee		
	Current	at Goal %
Used	8,192	19,520
Service	6,645	6,405
Parts	21,434	15,527
Body	5,072	3,693
Total	8,779	9,604



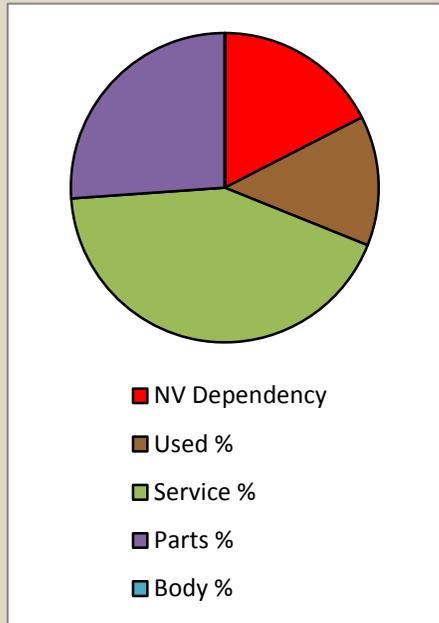
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	511,017
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	204,407
	Current Used Absorption	13.58%
	Current Used Gross per Month	69,374
	Additional Used Gross Needed per Month	135,033
	Current Used Retail Gross per Unit	1,219
	Additional Used Units Needed per Month	111
	# of Used Salespeople	7.0
	Additional Units Needed per Salesperson per Month	16
	Current Used Retail Units Sold per Month	57
	Additional Used Gross per Unit Needed per Month	2,372
Service Dept	Total Dealership Expense per Month	511,017
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	178,856
	Current Service Absorption	42.82%
	Current Service Gross per Month	218,818
	Additional Service Gross per Month Needed	(39,962)
	Service Customer Labor Gross % Sales	62.19%
	Additional Service Customer Sales per Month Needed	(64,258)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(2,921)
	Service Customer Effective Labor Rate	81.18
	Additional Service Customer Hours per Day Needed	(35.98)
	# of Service Writers	7.0
	Add'l Service Customer Hours per Writer per Day Needed	(5.14)
	# of Service Techs	23.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.56)
	# of Customer Repair Orders per Month	1,030
	Add'l Service Customer Sales per R.O.	(62.41)
Add'l Service Customer Hours per R.O.	(0.77)	
Part Dept	Total Dealership Expense per Month	511,017
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	127,754
	Current Parts Absorption	26.11%
	Current Parts Gross per Month	133,423
	Additional Parts Gross Needed	(5,669)
	Parts Customer RO Gross % Sales	34.62%
Additional Parts Customer RO Sales Needed	(16,375)	
Body Shop	Total Dealership Expense	511,017
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	89,402
	Current Total Dealership Gross per Month	501,820
	Current plus Additional Gross	591,223
	Potential Dealership Net Profit % Sales	3.21%
	Current Net Profit % Sales	1.41%
Increase in Net Profit (negative means already > 100%)	1.80%	

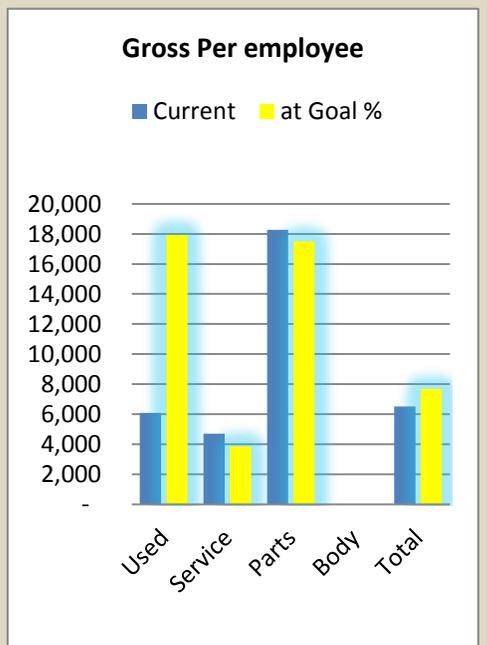
Total Absorption %	82.51%
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Breakeven Units	92
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NV Dependency	17.49%
Used %	13.58%
Service %	42.82%
Parts %	26.11%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	6,085	17,930
Service	4,696	3,838
Parts	18,277	17,501
Body	-	-
Total	6,517	7,678



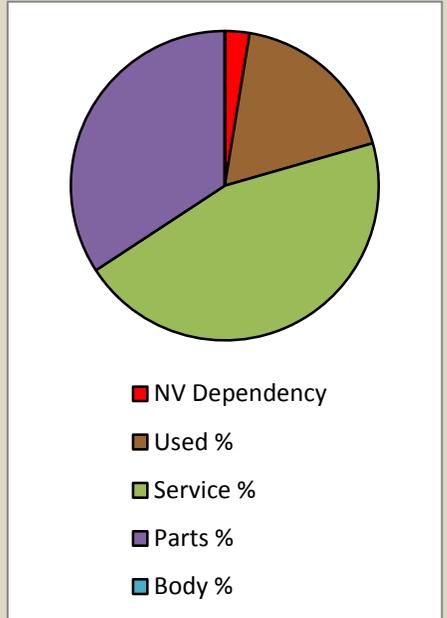
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	388,824
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	155,530
	Current Used Absorption	17.98%
	Current Used Gross per Month	69,893
	Additional Used Gross Needed per Month	85,637
	Current Used Retail Gross per Unit	1,431
	Additional Used Units Needed per Month	60
	# of Used Salespeople	3.0
	Additional Units Needed per Salesperson per Month	20
	Current Used Retail Units Sold per Month	49
	Additional Used Gross per Unit Needed per Month	1,754
Service Dept	Total Dealership Expense per Month	388,824
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	136,089
	Current Service Absorption	45.22%
	Current Service Gross per Month	175,837
	Additional Service Gross per Month Needed	(39,748)
	Service Customer Labor Gross % Sales	68.32%
	Additional Service Customer Sales per Month Needed	(58,180)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(2,645)
	Service Customer Effective Labor Rate	118.00
	Additional Service Customer Hours per Day Needed	(22.41)
	# of Service Writers	5.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.48)
	# of Service Techs	14.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.60)
	# of Customer Repair Orders per Month	880
	Add'l Service Customer Sales per R.O.	(66.13)
Add'l Service Customer Hours per R.O.	(0.56)	
Part Dept	Total Dealership Expense per Month	388,824
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	97,206
	Current Parts Absorption	34.21%
	Current Parts Gross per Month	133,026
	Additional Parts Gross Needed	(35,819)
Parts Customer RO Gross % Sales	39.44%	
Additional Parts Customer RO Sales Needed	(90,820)	
Body Shop	Total Dealership Expense	388,824
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	10,069
	Current Total Dealership Gross per Month	407,263
	Current plus Additional Gross	417,332
	Potential Dealership Net Profit % Sales	4.44%
	Current Net Profit % Sales	4.14%
Increase in Net Profit (negative means already > 100%)	0.30%	

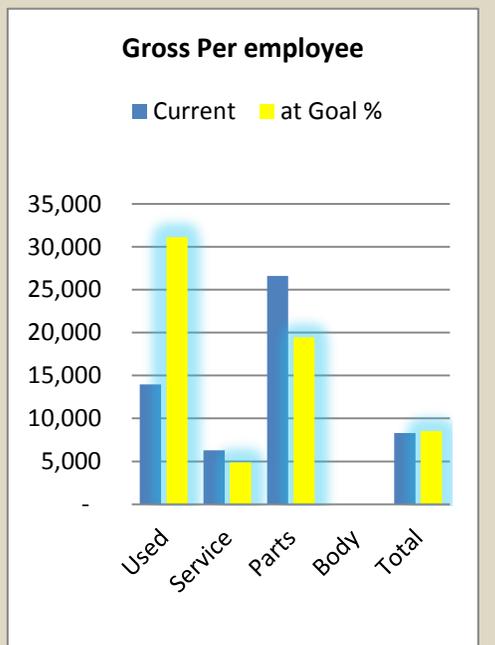
Total Absorption %	97.41%
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Breakeven Units	15
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NV Dependency	2.59%
Used %	17.98%
Service %	45.22%
Parts %	34.21%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	13,979	31,106
Service	6,280	4,860
Parts	26,605	19,441
Body	-	-
Total	8,311	8,517



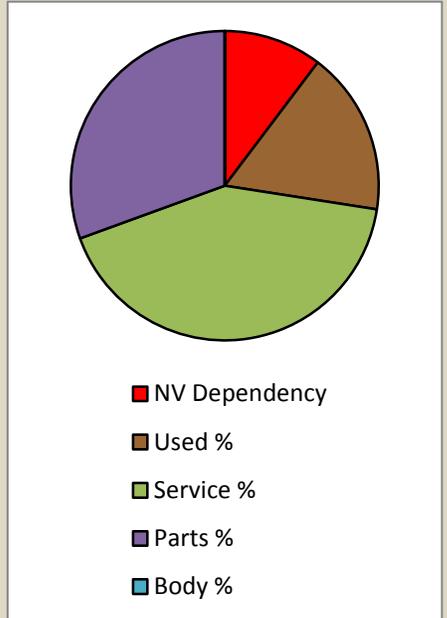
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	294,698
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	117,879
	Current Used Absorption	17.12%
	Current Used Gross per Month	50,448
	Additional Used Gross Needed per Month	67,431
	Current Used Retail Gross per Unit	1,459
	Additional Used Units Needed per Month	46
	# of Used Salespeople	0.0
	Additional Units Needed per Salesperson per Month	0
	Current Used Retail Units Sold per Month	35
	Additional Used Gross per Unit Needed per Month	1,950
Service Dept	Total Dealership Expense per Month	294,698
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	103,144
	Current Service Absorption	42.02%
	Current Service Gross per Month	123,828
	Additional Service Gross per Month Needed	(20,684)
	Service Customer Labor Gross % Sales	67.06%
	Additional Service Customer Sales per Month Needed	(30,844)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(1,402)
	Service Customer Effective Labor Rate	130.00
	Additional Service Customer Hours per Day Needed	(10.78)
	# of Service Writers	0.0
	Add'l Service Customer Hours per Writer per Day Needed	0.00
	# of Service Techs	0.0
	Add'l Service Customer Hours per Tech per Day Needed	0.00
	# of Customer Repair Orders per Month	527
	Add'l Service Customer Sales per R.O.	(58.48)
Add'l Service Customer Hours per R.O.	(0.45)	
Part Dept	Total Dealership Expense per Month	294,698
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	73,674
	Current Parts Absorption	30.54%
	Current Parts Gross per Month	89,991
	Additional Parts Gross Needed	(16,317)
	Parts Customer RO Gross % Sales	40.08%
Additional Parts Customer RO Sales Needed	(40,711)	
Body Shop	Total Dealership Expense	294,698
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	30,430
	Current Total Dealership Gross per Month	320,648
	Current plus Additional Gross	351,078
	Potential Dealership Net Profit % Sales	2.65%
	Current Net Profit % Sales	1.22%
Increase in Net Profit (negative means already > 100%)	1.43%	

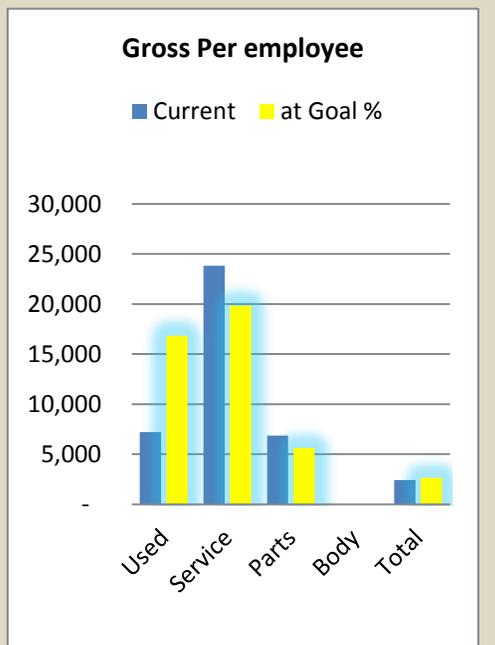
Total Absorption %	89.67%
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Breakeven Units	16
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NV Dependency	10.33%
Used %	17.12%
Service %	42.02%
Parts %	30.54%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	7,207	16,840
Service	23,813	19,835
Parts	6,870	5,624
Body	-	-
Total	2,411	2,640

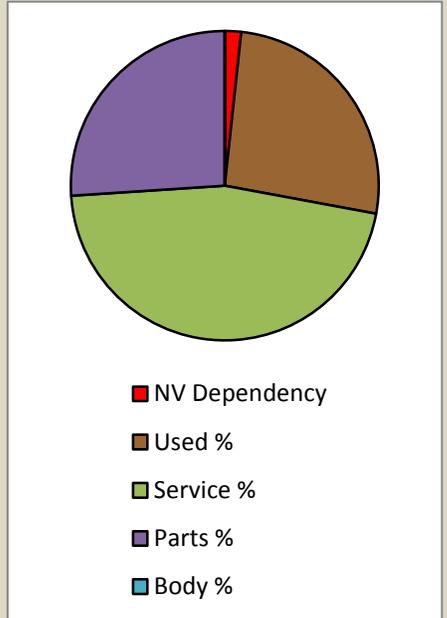


Used Vehicle Dept	Total Dealership Expense per Month	812,667
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	325,067
	Current Used Absorption	27.12%
	Current Used Gross per Month	220,387
	Additional Used Gross Needed per Month	104,680
	Current Used Retail Gross per Unit	1,614
	Additional Used Units Needed per Month	65
	# of Used Salespeople	11.0
	Additional Units Needed per Salesperson per Month	6
	Current Used Retail Units Sold per Month	137
	Additional Used Gross per Unit Needed per Month	766
Service Dept	Total Dealership Expense per Month	812,667
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	284,433
	Current Service Absorption	47.69%
	Current Service Gross per Month	387,544
	Additional Service Gross per Month Needed	(103,111)
	Service Customer Labor Gross % Sales	67.29%
	Additional Service Customer Sales per Month Needed	(153,233)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(6,965)
	Service Customer Effective Labor Rate	115.00
	Additional Service Customer Hours per Day Needed	(60.57)
	# of Service Writers	13.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.66)
	# of Service Techs	0.0
	Add'l Service Customer Hours per Tech per Day Needed	0.00
	# of Customer Repair Orders per Month	2,621
	Add'l Service Customer Sales per R.O.	(58.47)
Add'l Service Customer Hours per R.O.	(0.51)	
Part Dept	Total Dealership Expense per Month	812,667
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	203,167
	Current Parts Absorption	26.96%
	Current Parts Gross per Month	219,107
	Additional Parts Gross Needed	(15,941)
	Parts Customer RO Gross % Sales	40.26%
Additional Parts Customer RO Sales Needed	(39,594)	
Body Shop	Total Dealership Expense	812,667
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	(14,371)
	Current Total Dealership Gross per Month	1,002,532
	Current plus Additional Gross	988,161
	Potential Dealership Net Profit % Sales	4.25%
	Current Net Profit % Sales	4.43%
Increase in Net Profit (negative means already > 100%)	-0.18%	

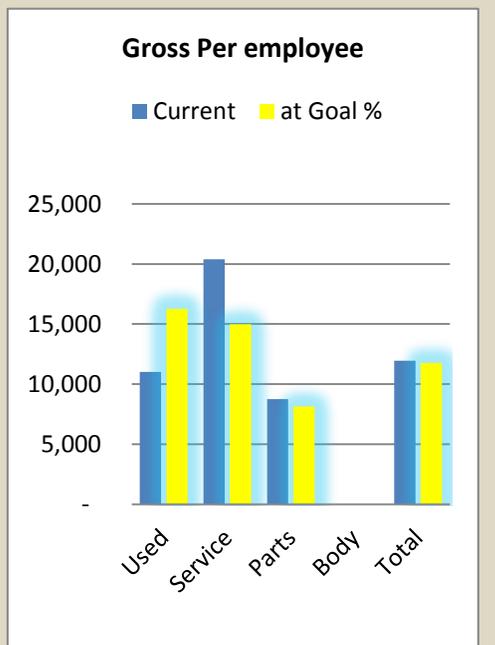
Total Absorption %
101.77%

Breakeven Units
(12)

NV Dependency	-1.77%	Great Job!
Used %	27.12%	
Service %	47.69%	
Parts %	26.96%	
Body %	0.00%	



	Current	at Goal %
Used	11,019	16,253
Service	20,397	14,970
Parts	8,764	8,127
Body	-	-
Total	11,935	11,764



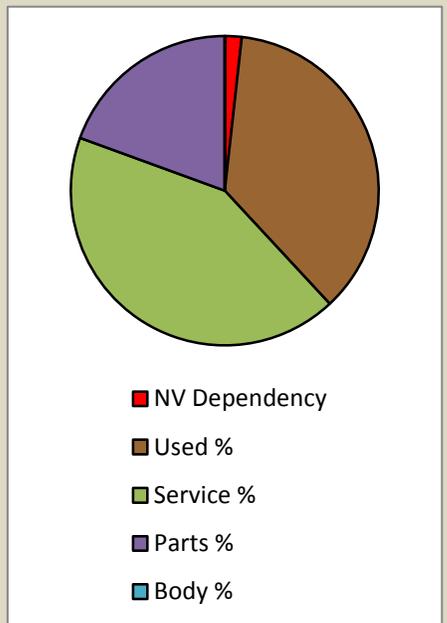
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	586,716
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	234,686
	Current Used Absorption	36.29%
	Current Used Gross per Month	212,892
	Additional Used Gross Needed per Month	21,795
	Current Used Retail Gross per Unit	1,922
	Additional Used Units Needed per Month	11
	# of Used Salespeople	8.0
	Additional Units Needed per Salesperson per Month	1
	Current Used Retail Units Sold per Month	111
	Additional Used Gross per Unit Needed per Month	197
Service Dept	Total Dealership Expense per Month	586,716
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	205,351
	Current Service Absorption	42.49%
	Current Service Gross per Month	249,280
	Additional Service Gross per Month Needed	(43,929)
	Service Customer Labor Gross % Sales	64.92%
	Additional Service Customer Sales per Month Needed	(67,667)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(3,076)
	Service Customer Effective Labor Rate	109.95
	Additional Service Customer Hours per Day Needed	(27.97)
	# of Service Writers	6.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.66)
	# of Service Techs	25.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.12)
	# of Customer Repair Orders per Month	1,093
	Add'l Service Customer Sales per R.O.	(61.91)
Add'l Service Customer Hours per R.O.	(0.56)	
Part Dept	Total Dealership Expense per Month	586,716
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	146,679
	Current Parts Absorption	19.46%
	Current Parts Gross per Month	114,160
	Additional Parts Gross Needed	32,519
	Parts Customer RO Gross % Sales	36.91%
Additional Parts Customer RO Sales Needed	88,103	
Body Shop	Total Dealership Expense	586,716
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	10,384
	Current Total Dealership Gross per Month	612,702
	Current plus Additional Gross	623,087
	Potential Dealership Net Profit % Sales	3.81%
	Current Net Profit % Sales	3.68%
Increase in Net Profit (negative means already > 100%)	0.13%	

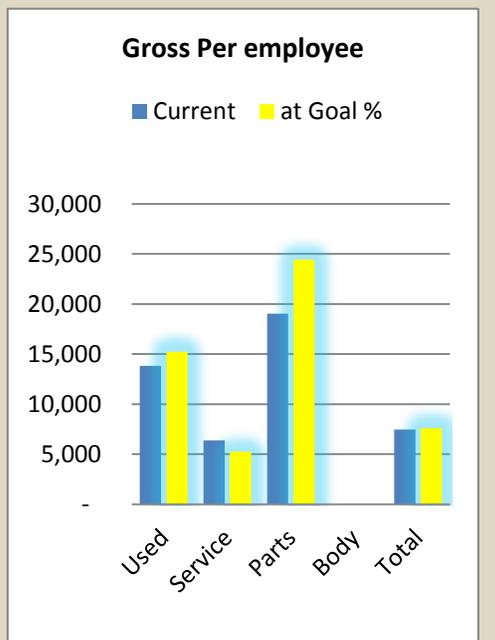
Total Absorption %	98.23%
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Breakeven Units	29
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NV Dependency	1.77%
Used %	36.29%
Service %	42.49%
Parts %	19.46%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	13,824	15,239
Service	6,392	5,265
Parts	19,027	24,446
Body	-	-
Total	7,472	7,599



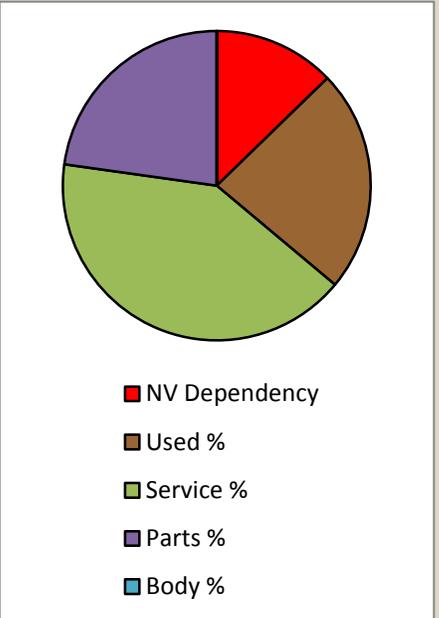
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	976,650
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	390,660
	Current Used Absorption	23.29%
	Current Used Gross per Month	227,497
	Additional Used Gross Needed per Month	163,163
	Current Used Retail Gross per Unit	2,254
	Additional Used Units Needed per Month	72
	# of Used Salespeople	6.8
	Additional Units Needed per Salesperson per Month	11
	Current Used Retail Units Sold per Month	101
	Additional Used Gross per Unit Needed per Month	1,617
Service Dept	Total Dealership Expense per Month	976,650
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	341,828
	Current Service Absorption	41.15%
	Current Service Gross per Month	401,845
	Additional Service Gross per Month Needed	(60,018)
	Service Customer Labor Gross % Sales	60.99%
	Additional Service Customer Sales per Month Needed	(98,406)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(4,473)
	Service Customer Effective Labor Rate	125.00
	Additional Service Customer Hours per Day Needed	(35.78)
	# of Service Writers	9.0
	Add'l Service Customer Hours per Writer per Day Needed	(3.98)
	# of Service Techs	29.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.23)
	# of Customer Repair Orders per Month	1,565
	Add'l Service Customer Sales per R.O.	(62.88)
Add'l Service Customer Hours per R.O.	(0.50)	
Part Dept	Total Dealership Expense per Month	976,650
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	244,163
	Current Parts Absorption	22.79%
	Current Parts Gross per Month	222,550
	Additional Parts Gross Needed	21,613
	Parts Customer RO Gross % Sales	25.90%
Additional Parts Customer RO Sales Needed	83,448	
Body Shop	Total Dealership Expense	976,650
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	124,758
	Current Total Dealership Gross per Month	1,164,091
	Current plus Additional Gross	1,288,849
	Potential Dealership Net Profit % Sales	5.77%
	Current Net Profit % Sales	4.34%
Increase in Net Profit (negative means already > 100%)	1.43%	

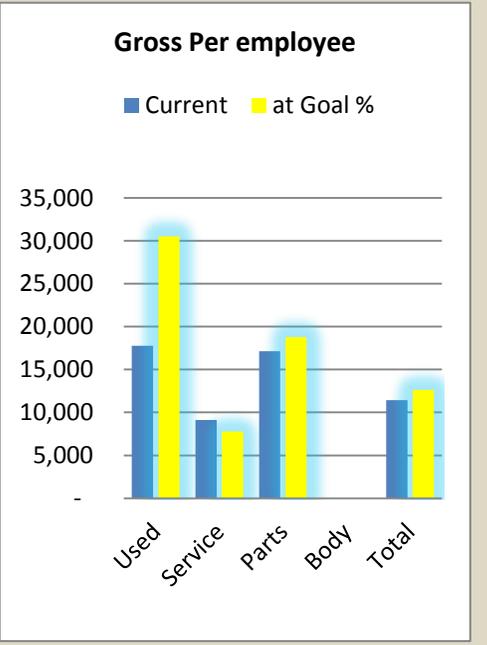
Total Absorption %	87.23%
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Breakeven Units	55
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NV Dependency	12.77%
Used %	23.29%
Service %	41.15%
Parts %	22.79%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	17,773	30,520
Service	9,133	7,769
Parts	17,119	18,782
Body	-	-
Total	11,413	12,636



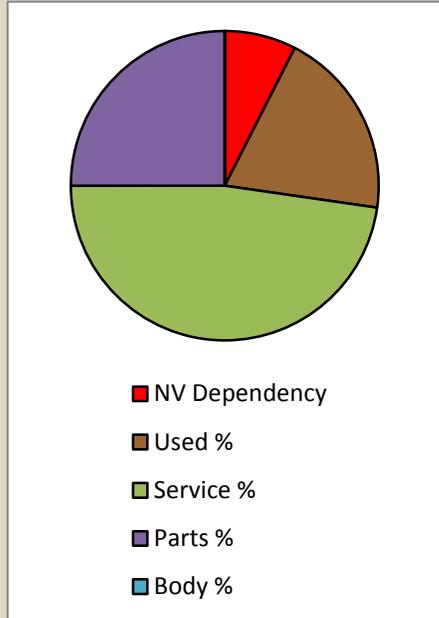
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	498,305
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	199,322
	Current Used Absorption	19.75%
	Current Used Gross per Month	98,410
	Additional Used Gross Needed per Month	100,912
	Current Used Retail Gross per Unit	1,254
	Additional Used Units Needed per Month	80
	# of Used Salespeople	7.0
	Additional Units Needed per Salesperson per Month	11
	Current Used Retail Units Sold per Month	79
	Additional Used Gross per Unit Needed per Month	1,286
Service Dept	Total Dealership Expense per Month	498,305
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	174,407
	Current Service Absorption	47.72%
	Current Service Gross per Month	237,779
	Additional Service Gross per Month Needed	(63,373)
	Service Customer Labor Gross % Sales	66.03%
	Additional Service Customer Sales per Month Needed	(95,976)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(4,363)
	Service Customer Effective Labor Rate	109.00
	Additional Service Customer Hours per Day Needed	(40.02)
	# of Service Writers	9.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.45)
	# of Service Techs	23.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.74)
	# of Customer Repair Orders per Month	498
	Add'l Service Customer Sales per R.O.	(192.75)
Add'l Service Customer Hours per R.O.	(1.77)	
Part Dept	Total Dealership Expense per Month	498,305
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	124,576
	Current Parts Absorption	25.01%
	Current Parts Gross per Month	124,624
	Additional Parts Gross Needed	(48)
	Parts Customer RO Gross % Sales	37.89%
Additional Parts Customer RO Sales Needed	(126)	
Body Shop	Total Dealership Expense	498,305
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	37,492
	Current Total Dealership Gross per Month	512,812
	Current plus Additional Gross	550,304
	Potential Dealership Net Profit % Sales	4.84%
	Current Net Profit % Sales	4.00%
Increase in Net Profit (negative means already > 100%)	0.84%	

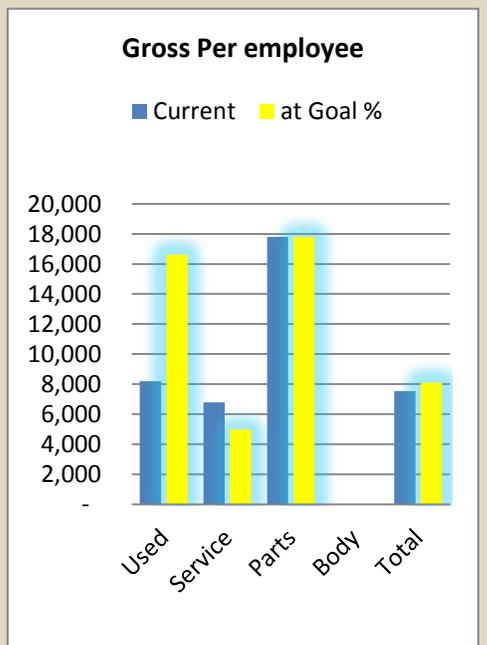
Total Absorption %	92.48%
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Breakeven Units	63
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NV Dependency	7.52%
Used %	19.75%
Service %	47.72%
Parts %	25.01%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	8,201	16,610
Service	6,794	4,983
Parts	17,803	17,797
Body	-	-
Total	7,541	8,093



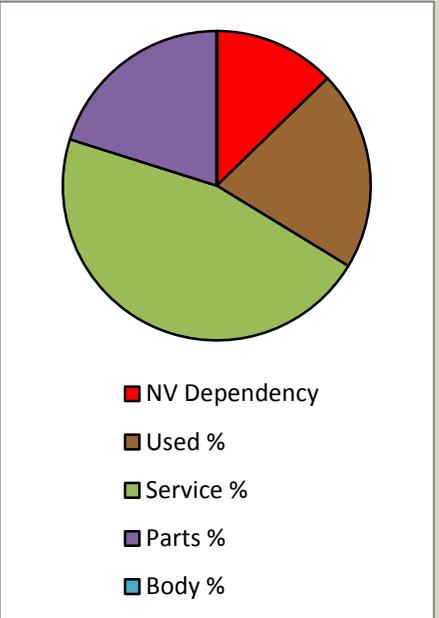
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	596,535
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	238,614
	Current Used Absorption	20.90%
	Current Used Gross per Month	124,703
	Additional Used Gross Needed per Month	113,911
	Current Used Retail Gross per Unit	1,554
	Additional Used Units Needed per Month	73
	# of Used Salespeople	7.0
	Additional Units Needed per Salesperson per Month	10
	Current Used Retail Units Sold per Month	80
	Additional Used Gross per Unit Needed per Month	1,419
Service Dept	Total Dealership Expense per Month	596,535
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	208,787
	Current Service Absorption	46.16%
	Current Service Gross per Month	275,378
	Additional Service Gross per Month Needed	(66,591)
	Service Customer Labor Gross % Sales	72.61%
	Additional Service Customer Sales per Month Needed	(91,710)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(4,169)
	Service Customer Effective Labor Rate	129.95
	Additional Service Customer Hours per Day Needed	(32.08)
	# of Service Writers	0.7
	Add'l Service Customer Hours per Writer per Day Needed	(45.83)
	# of Service Techs	2.0
	Add'l Service Customer Hours per Tech per Day Needed	(16.04)
	# of Customer Repair Orders per Month	1,207
	Add'l Service Customer Sales per R.O.	(75.99)
Add'l Service Customer Hours per R.O.	(0.58)	
Part Dept	Total Dealership Expense per Month	596,535
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	149,134
	Current Parts Absorption	20.15%
	Current Parts Gross per Month	120,231
	Additional Parts Gross Needed	28,902
	Parts Customer RO Gross % Sales	35.18%
Additional Parts Customer RO Sales Needed	82,156	
Body Shop	Total Dealership Expense	596,535
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	76,223
	Current Total Dealership Gross per Month	507,142
	Current plus Additional Gross	583,365
	Potential Dealership Net Profit % Sales	5.13%
	Current Net Profit % Sales	3.99%
Increase in Net Profit (negative means already > 100%)	1.14%	

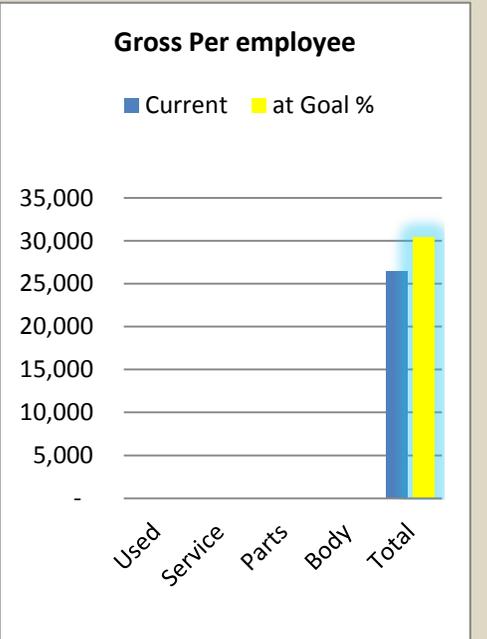
Total Absorption %	87.22%
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Breakeven Units	(770)
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NV Dependency	12.78%
Used %	20.90%
Service %	46.16%
Parts %	20.15%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	-	-
Service	-	-
Parts	-	-
Body	-	-
Total	26,414	30,384



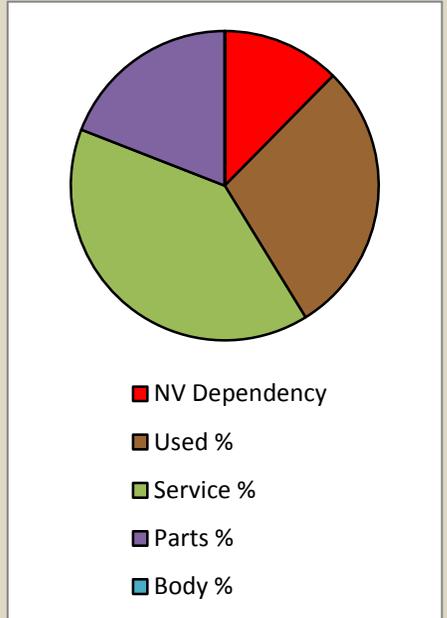
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	1,613,733
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	645,493
	Current Used Absorption	38.29%
	Current Used Gross per Month	617,885
	Additional Used Gross Needed per Month	27,608
	Current Used Retail Gross per Unit	2,867
	Additional Used Units Needed per Month	10
	# of Used Salespeople	19.0
	Additional Units Needed per Salesperson per Month	1
	Current Used Retail Units Sold per Month	216
	Additional Used Gross per Unit Needed per Month	128
Service Dept	Total Dealership Expense per Month	1,613,733
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	564,807
	Current Service Absorption	52.83%
	Current Service Gross per Month	852,537
	Additional Service Gross per Month Needed	(287,730)
	Service Customer Labor Gross % Sales	72.46%
	Additional Service Customer Sales per Month Needed	(397,088)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(18,049)
	Service Customer Effective Labor Rate	145.00
	Additional Service Customer Hours per Day Needed	(124.48)
	# of Service Writers	23.0
	Add'l Service Customer Hours per Writer per Day Needed	(5.41)
	# of Service Techs	62.0
	Add'l Service Customer Hours per Tech per Day Needed	(2.01)
	# of Customer Repair Orders per Month	2,813
	Add'l Service Customer Sales per R.O.	(141.15)
Add'l Service Customer Hours per R.O.	(0.97)	
Part Dept	Total Dealership Expense per Month	1,613,733
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	403,433
	Current Parts Absorption	25.41%
	Current Parts Gross per Month	410,009
	Additional Parts Gross Needed	(6,576)
	Parts Customer RO Gross % Sales	32.98%
Additional Parts Customer RO Sales Needed	(19,939)	
Body Shop	Total Dealership Expense	1,613,733
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	(266,698)
	Current Total Dealership Gross per Month	2,406,567
	Current plus Additional Gross	2,139,869
	Potential Dealership Net Profit % Sales	3.89%
	Current Net Profit % Sales	5.49%
Increase in Net Profit (negative means already > 100%)	-1.60%	

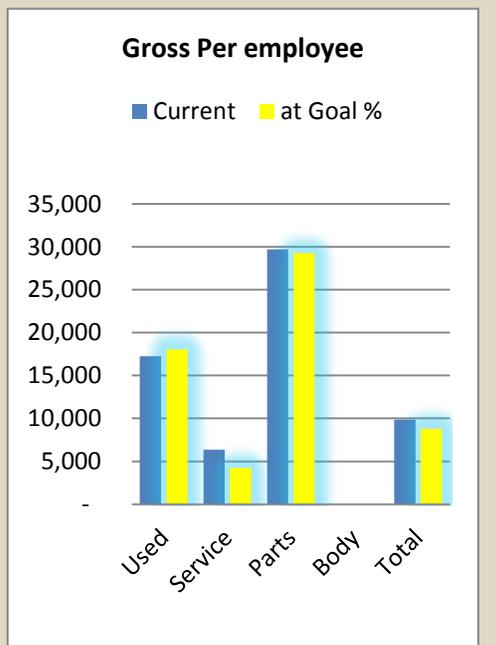
Total Absorption %
116.53%

Breakeven Units
(181)

NV Dependency	-16.53%	Great Job!
Used %	38.29%	
Service %	52.83%	
Parts %	25.41%	
Body %	0.00%	



	Current	at Goal %
Used	17,259	18,031
Service	6,372	4,221
Parts	29,711	29,234
Body	-	-
Total	9,863	8,770



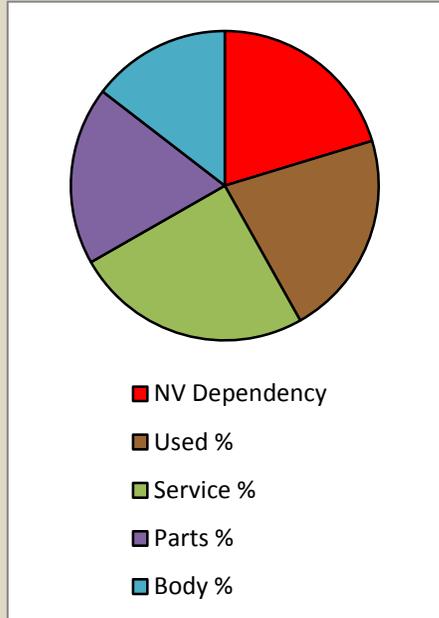
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	770,656
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	308,262
	Current Used Absorption	21.52%
	Current Used Gross per Month	165,861
	Additional Used Gross Needed per Month	142,401
	Current Used Retail Gross per Unit	2,901
	Additional Used Units Needed per Month	49
	# of Used Salespeople	5.0
	Additional Units Needed per Salesperson per Month	10
	Current Used Retail Units Sold per Month	57
	Additional Used Gross per Unit Needed per Month	2,491
	Service Dept	Total Dealership Expense per Month
Absorption % Goal for the Service Dept		30.00%
Absorption % Goal x Total Dealership Expense		231,197
Current Service Absorption		24.93%
Current Service Gross per Month		192,088
Additional Service Gross per Month Needed		39,108
Service Customer Labor Gross % Sales		70.01%
Additional Service Customer Sales per Month Needed		55,861
# of Working Days (22 is default)		22
Additional Service Customer Sales per Day Needed		2,539
Service Customer Effective Labor Rate		84.21
Additional Service Customer Hours per Day Needed		30.15
# of Service Writers		6.0
Add'l Service Customer Hours per Writer per Day Needed		5.03
# of Service Techs		11.0
Add'l Service Customer Hours per Tech per Day Needed		2.74
# of Customer Repair Orders per Month		855
Add'l Service Customer Sales per R.O.		65.31
Add'l Service Customer Hours per R.O.	0.78	
Part Dept	Total Dealership Expense per Month	770,656
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	154,131
	Current Parts Absorption	18.65%
	Current Parts Gross per Month	143,753
	Additional Parts Gross Needed	10,378
	Parts Customer RO Gross % Sales	36.26%
Additional Parts Customer RO Sales Needed	28,622	
Body Shop	Total Dealership Expense	770,656
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	77,066
	Current Body Shop Absorption	14.58%
	Current Body Shop Gross per Month	112,360
	Additional Body Shop Gross Needed	(35,295)
	Body Shop Customer Labor Gross % Sales	58.07%
	Additional Body Shop Customer Labor Sales Needed	(60,779)
Body Shop Customer Labor Sales per RO	807	
Additional Body Shop Customer Labor ROs Needed	(75)	
Total	Total Additional Gross per Month for 100% Absorption	156,593
	Current Total Dealership Gross per Month	951,401
	Current plus Additional Gross	1,107,994
	Potential Dealership Net Profit % Sales	6.28%
	Current Net Profit % Sales	3.59%
Increase in Net Profit (negative means already > 100%)	2.69%	

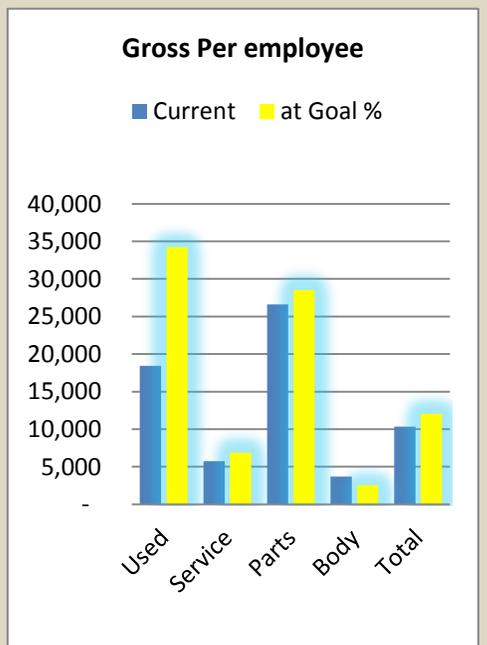
Total Absorption %	79.68%
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Breakeven Units	31
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NV Dependency	20.32%
Used %	21.52%
Service %	24.93%
Parts %	18.65%
Body %	14.58%



Gross Per employee		
	Current	at Goal %
Used	18,429	34,251
Service	5,717	6,881
Parts	26,621	28,543
Body	3,696	2,535
Total	10,341	12,043



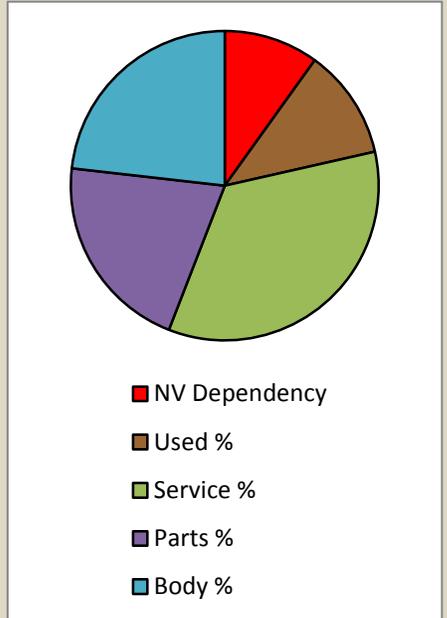
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	965,055
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	386,022
	Current Used Absorption	14.39%
	Current Used Gross per Month	138,828
	Additional Used Gross Needed per Month	247,194
	Current Used Retail Gross per Unit	2,498
	Additional Used Units Needed per Month	99
	# of Used Salespeople	8.0
	Additional Units Needed per Salesperson per Month	12
	Current Used Retail Units Sold per Month	56
	Additional Used Gross per Unit Needed per Month	4,447
Service Dept	Total Dealership Expense per Month	965,055
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	289,516
	Current Service Absorption	43.00%
	Current Service Gross per Month	414,952
	Additional Service Gross per Month Needed	(125,436)
	Service Customer Labor Gross % Sales	72.08%
	Additional Service Customer Sales per Month Needed	(174,023)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(7,910)
	Service Customer Effective Labor Rate	165.00
	Additional Service Customer Hours per Day Needed	(47.94)
	# of Service Writers	12.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.00)
	# of Service Techs	37.0
	Add'l Service Customer Hours per Tech per Day Needed	(1.30)
	# of Customer Repair Orders per Month	862
	Add'l Service Customer Sales per R.O.	(202.00)
Add'l Service Customer Hours per R.O.	(1.22)	
Part Dept	Total Dealership Expense per Month	965,055
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	193,011
	Current Parts Absorption	26.06%
	Current Parts Gross per Month	251,458
	Additional Parts Gross Needed	(58,447)
	Parts Customer RO Gross % Sales	40.91%
Additional Parts Customer RO Sales Needed	(142,867)	
Body Shop	Total Dealership Expense	965,055
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	96,505
	Current Body Shop Absorption	28.97%
	Current Body Shop Gross per Month	279,547
	Additional Body Shop Gross Needed	(183,041)
	Body Shop Customer Labor Gross % Sales	62.52%
	Additional Body Shop Customer Labor Sales Needed	(292,772)
Body Shop Customer Labor Sales per RO	770	
Additional Body Shop Customer Labor ROs Needed	(380)	
Total	Total Additional Gross per Month for 100% Absorption	(119,730)
	Current Total Dealership Gross per Month	1,183,560
	Current plus Additional Gross	1,063,830
	Potential Dealership Net Profit % Sales	3.10%
	Current Net Profit % Sales	4.67%
Increase in Net Profit (negative means already > 100%)	-1.57%	

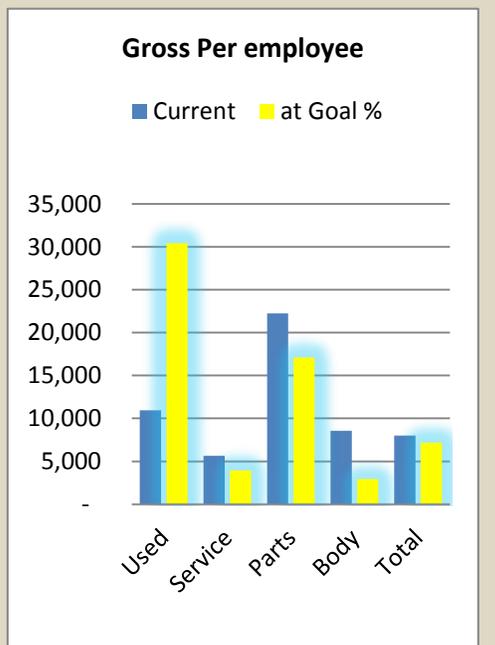
Total Absorption %
112.41%

Breakeven Units
(116)

NV Dependency	-12.41%	Great Job!
Used %	14.39%	
Service %	43.00%	
Parts %	26.06%	
Body %	28.97%	



	Current	at Goal %
Used	10,931	30,395
Service	5,669	3,955
Parts	22,253	17,081
Body	8,549	2,951
Total	7,997	7,188



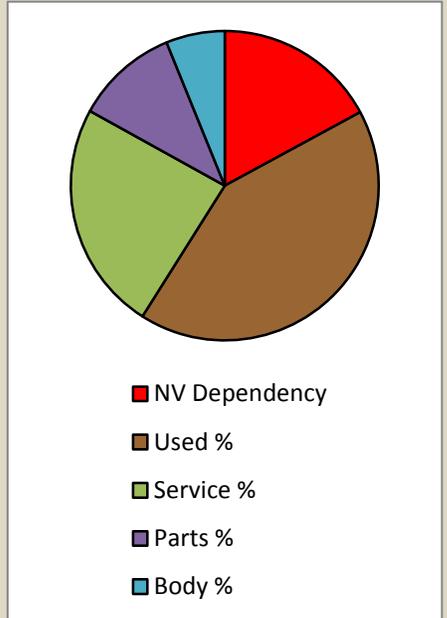
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	1,563,582
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	625,433
	Current Used Absorption	41.86%
	Current Used Gross per Month	654,561
	Additional Used Gross Needed per Month	(29,128)
	Current Used Retail Gross per Unit	2,784
	Additional Used Units Needed per Month	(10)
	# of Used Salespeople	13.4
	Additional Units Needed per Salesperson per Month	(1)
	Current Used Retail Units Sold per Month	235
	Additional Used Gross per Unit Needed per Month	(124)
Service Dept	Total Dealership Expense per Month	1,563,582
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	469,075
	Current Service Absorption	24.04%
	Current Service Gross per Month	375,859
	Additional Service Gross per Month Needed	93,216
	Service Customer Labor Gross % Sales	65.92%
	Additional Service Customer Sales per Month Needed	141,407
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	6,428
	Service Customer Effective Labor Rate	135.00
	Additional Service Customer Hours per Day Needed	47.61
	# of Service Writers	10.0
	Add'l Service Customer Hours per Writer per Day Needed	4.76
	# of Service Techs	31.0
	Add'l Service Customer Hours per Tech per Day Needed	1.54
	# of Customer Repair Orders per Month	1,301
	Add'l Service Customer Sales per R.O.	108.73
Add'l Service Customer Hours per R.O.	0.81	
Part Dept	Total Dealership Expense per Month	1,563,582
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	312,716
	Current Parts Absorption	10.81%
	Current Parts Gross per Month	168,984
	Additional Parts Gross Needed	143,732
	Parts Customer RO Gross % Sales	34.43%
Additional Parts Customer RO Sales Needed	417,462	
Body Shop	Total Dealership Expense	1,563,582
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	156,358
	Current Body Shop Absorption	6.17%
	Current Body Shop Gross per Month	96,496
	Additional Body Shop Gross Needed	59,862
	Body Shop Customer Labor Gross % Sales	61.39%
	Additional Body Shop Customer Labor Sales Needed	97,511
Body Shop Customer Labor Sales per RO	573	
Additional Body Shop Customer Labor ROs Needed	170	
Total	Total Additional Gross per Month for 100% Absorption	267,682
	Current Total Dealership Gross per Month	2,085,736
	Current plus Additional Gross	2,353,418
	Potential Dealership Net Profit % Sales	5.29%
	Current Net Profit % Sales	3.71%
Increase in Net Profit (negative means already > 100%)	1.58%	

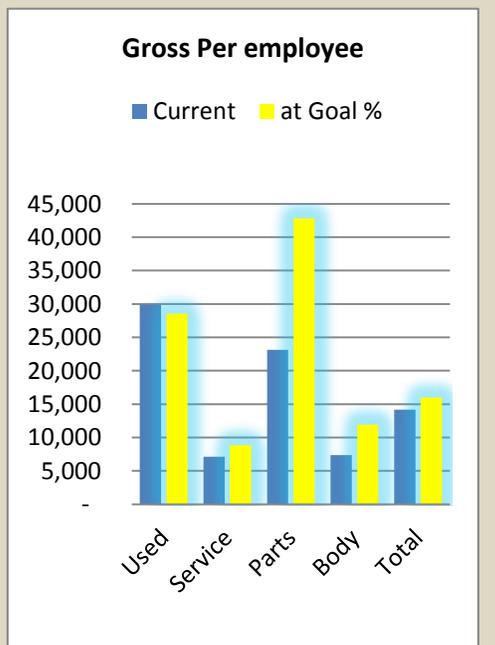
Total Absorption %	82.88%
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Breakeven Units	82
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NV Dependency	17.12%
Used %	41.86%
Service %	24.04%
Parts %	10.81%
Body %	6.17%



Gross Per employee		
	Current	at Goal %
Used	29,889	28,559
Service	7,105	8,867
Parts	23,149	42,838
Body	7,366	11,936
Total	14,189	16,010



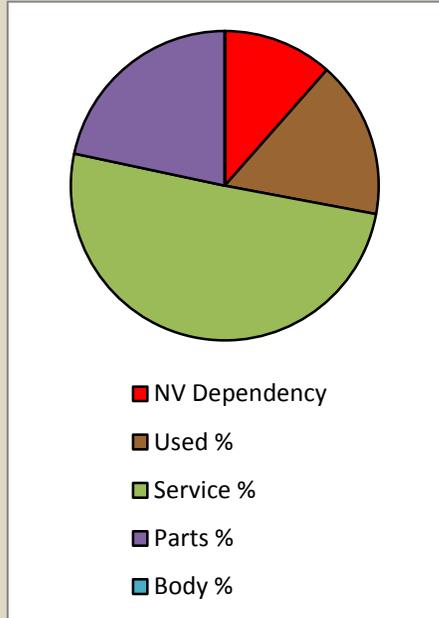
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	599,925
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	239,970
	Current Used Absorption	16.40%
	Current Used Gross per Month	98,387
	Additional Used Gross Needed per Month	141,583
	Current Used Retail Gross per Unit	1,955
	Additional Used Units Needed per Month	72
	# of Used Salespeople	2.9
	Additional Units Needed per Salesperson per Month	25
	Current Used Retail Units Sold per Month	50
	Additional Used Gross per Unit Needed per Month	2,813
Service Dept	Total Dealership Expense per Month	599,925
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	209,974
	Current Service Absorption	50.39%
	Current Service Gross per Month	302,322
	Additional Service Gross per Month Needed	(92,348)
	Service Customer Labor Gross % Sales	79.69%
	Additional Service Customer Sales per Month Needed	(115,884)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(5,267)
	Service Customer Effective Labor Rate	149.00
	Additional Service Customer Hours per Day Needed	(35.35)
	# of Service Writers	8.0
	Add'l Service Customer Hours per Writer per Day Needed	(4.42)
	# of Service Techs	16.0
	Add'l Service Customer Hours per Tech per Day Needed	(2.21)
	# of Customer Repair Orders per Month	865
	Add'l Service Customer Sales per R.O.	(133.94)
Add'l Service Customer Hours per R.O.	(0.90)	
Part Dept	Total Dealership Expense per Month	599,925
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	149,981
	Current Parts Absorption	21.67%
	Current Parts Gross per Month	130,011
	Additional Parts Gross Needed	19,970
	Parts Customer RO Gross % Sales	40.03%
Additional Parts Customer RO Sales Needed	49,889	
Body Shop	Total Dealership Expense	599,925
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	69,205
	Current Total Dealership Gross per Month	660,058
	Current plus Additional Gross	729,263
	Potential Dealership Net Profit % Sales	3.74%
	Current Net Profit % Sales	2.72%
Increase in Net Profit (negative means already > 100%)	1.02%	

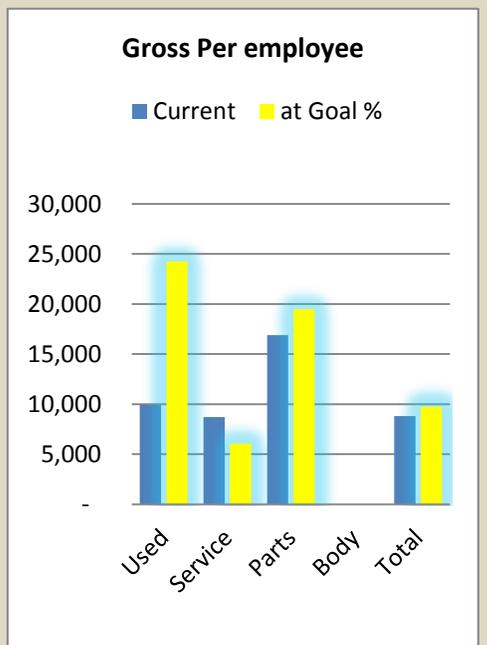
Total Absorption %	88.46%
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Breakeven Units	41
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NV Dependency	11.54%
Used %	16.40%
Service %	50.39%
Parts %	21.67%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	9,938	24,239
Service	8,712	6,051
Parts	16,885	19,478
Body	-	-
Total	8,801	9,724



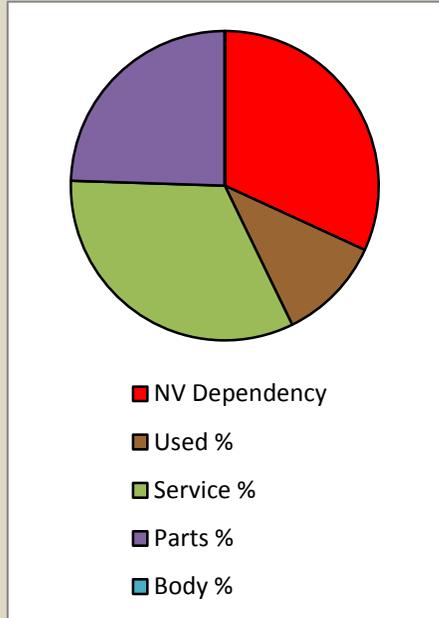
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	603,663
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	241,465
	Current Used Absorption	10.96%
	Current Used Gross per Month	66,144
	Additional Used Gross Needed per Month	175,321
	Current Used Retail Gross per Unit	2,328
	Additional Used Units Needed per Month	75
	# of Used Salespeople	2.0
	Additional Units Needed per Salesperson per Month	38
	Current Used Retail Units Sold per Month	28
	Additional Used Gross per Unit Needed per Month	6,170
Service Dept	Total Dealership Expense per Month	603,663
	Absorption % Goal for the Service Dept	35.00%
	Absorption % Goal x Total Dealership Expense	211,282
	Current Service Absorption	32.73%
	Current Service Gross per Month	197,597
	Additional Service Gross per Month Needed	13,686
	Service Customer Labor Gross % Sales	76.44%
	Additional Service Customer Sales per Month Needed	17,904
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	814
	Service Customer Effective Labor Rate	149.00
	Additional Service Customer Hours per Day Needed	5.46
	# of Service Writers	6.0
	Add'l Service Customer Hours per Writer per Day Needed	0.91
	# of Service Techs	14.0
	Add'l Service Customer Hours per Tech per Day Needed	0.39
	# of Customer Repair Orders per Month	386
	Add'l Service Customer Sales per R.O.	46.43
Add'l Service Customer Hours per R.O.	0.31	
Part Dept	Total Dealership Expense per Month	603,663
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	150,916
	Current Parts Absorption	24.49%
	Current Parts Gross per Month	147,819
	Additional Parts Gross Needed	3,097
	Parts Customer RO Gross % Sales	38.86%
Additional Parts Customer RO Sales Needed	7,970	
Body Shop	Total Dealership Expense	603,663
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	192,104
	Current Total Dealership Gross per Month	559,703
	Current plus Additional Gross	751,807
	Potential Dealership Net Profit % Sales	7.02%
	Current Net Profit % Sales	3.44%
Increase in Net Profit (negative means already > 100%)	3.58%	

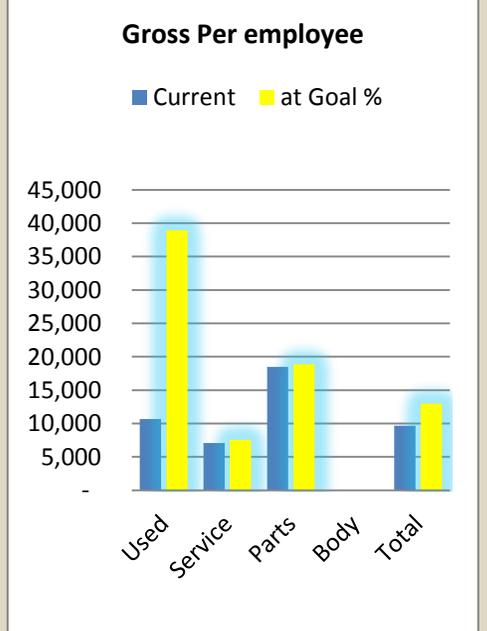
Total Absorption %	68.18%
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Breakeven Units	52
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NV Dependency	31.82%
Used %	10.96%
Service %	32.73%
Parts %	24.49%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	10,668	38,946
Service	7,057	7,546
Parts	18,477	18,864
Body	-	-
Total	9,650	12,962



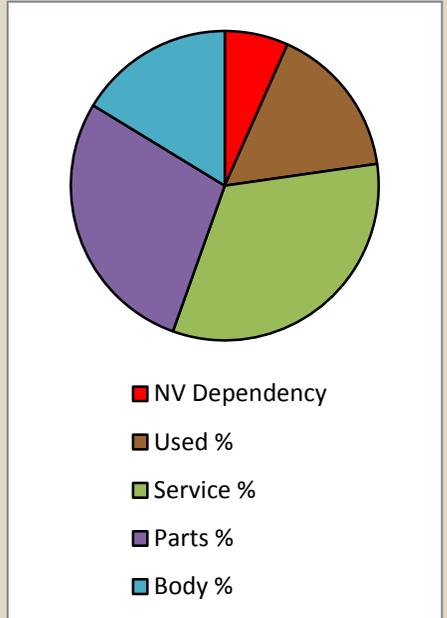
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	1,273,784
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	509,514
	Current Used Absorption	18.54%
	Current Used Gross per Month	236,114
	Additional Used Gross Needed per Month	273,399
	Current Used Retail Gross per Unit	1,977
	Additional Used Units Needed per Month	138
	# of Used Salespeople	15.0
	Additional Units Needed per Salesperson per Month	9
	Current Used Retail Units Sold per Month	119
	Additional Used Gross per Unit Needed per Month	2,289
Service Dept	Total Dealership Expense per Month	1,273,784
	Absorption % Goal for the Service Dept	30.00%
	Absorption % Goal x Total Dealership Expense	382,135
	Current Service Absorption	37.78%
	Current Service Gross per Month	481,236
	Additional Service Gross per Month Needed	(99,101)
	Service Customer Labor Gross % Sales	62.29%
	Additional Service Customer Sales per Month Needed	(159,096)
	# of Working Days (22 is default)	22
	Additional Service Customer Sales per Day Needed	(7,232)
	Service Customer Effective Labor Rate	120.00
	Additional Service Customer Hours per Day Needed	(60.26)
	# of Service Writers	11.0
	Add'l Service Customer Hours per Writer per Day Needed	(5.48)
	# of Service Techs	28.0
	Add'l Service Customer Hours per Tech per Day Needed	(2.15)
	# of Customer Repair Orders per Month	3,109
	Add'l Service Customer Sales per R.O.	(51.18)
Add'l Service Customer Hours per R.O.	(0.43)	
Part Dept	Total Dealership Expense per Month	1,273,784
	Absorption % Goal for the Parts Dept	20.00%
	Absorption % Goal x Total Dealership Expense	254,757
	Current Parts Absorption	32.57%
	Current Parts Gross per Month	414,808
	Additional Parts Gross Needed	(160,051)
	Parts Customer RO Gross % Sales	44.47%
Additional Parts Customer RO Sales Needed	(359,908)	
Body Shop	Total Dealership Expense	1,273,784
	Absorption % Goal for the Body Shop Dept	10.00%
	Absorption % Goal x Total Dealership Expense	127,378
	Current Body Shop Absorption	18.83%
	Current Body Shop Gross per Month	239,832
	Additional Body Shop Gross Needed	(112,454)
	Body Shop Customer Labor Gross % Sales	59.83%
Additional Body Shop Customer Labor Sales Needed	(187,956)	
Body Shop Customer Labor Sales per RO	1,324	
Additional Body Shop Customer Labor ROs Needed	(142)	
Total	Total Additional Gross per Month for 100% Absorption	(98,207)
	Current Total Dealership Gross per Month	1,627,260
	Current plus Additional Gross	1,529,053
	Potential Dealership Net Profit % Sales	3.72%
	Current Net Profit % Sales	4.54%
Increase in Net Profit (negative means already > 100%)	-0.82%	

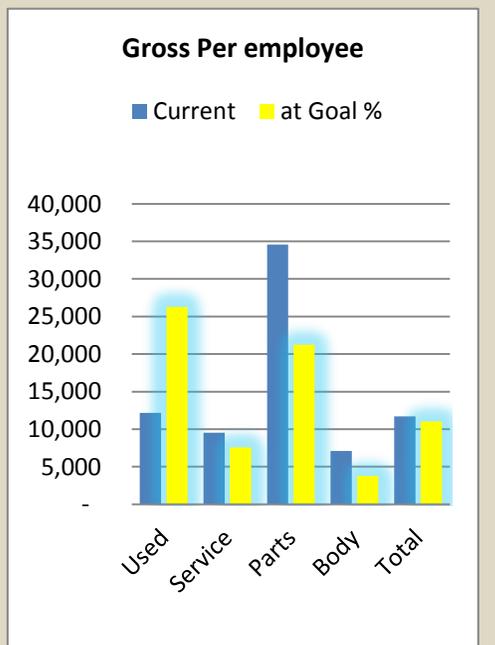
Total Absorption %
107.71%

Breakeven Units
(77)

NV Dependency	-7.71%	Great Job!
Used %	18.54%	
Service %	37.78%	
Parts %	32.57%	
Body %	18.83%	



	Current	at Goal %
Used	12,171	26,264
Service	9,529	7,567
Parts	34,567	21,230
Body	7,096	3,769
Total	11,707	11,000



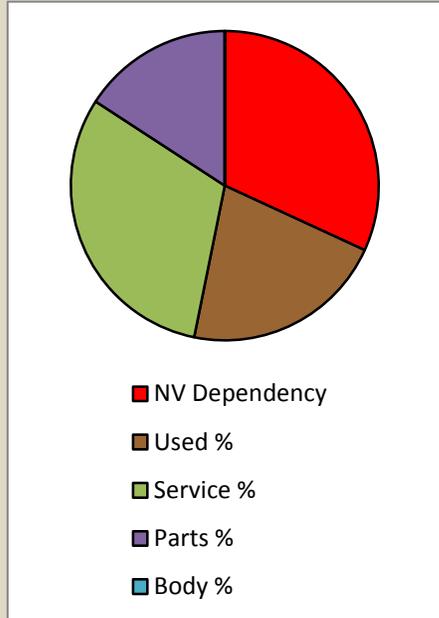
PAGE D - ABSORPTION STUDY - YTD AVG

Used Vehicle Dept	Total Dealership Expense per Month	434,716
	Absorption % Goal for the Used Dept	40.00%
	Absorption % Goal x Total Dealership Expense	173,886
	Current Used Absorption	21.35%
	Current Used Gross per Month	92,830
	Additional Used Gross Needed per Month	81,056
	Current Used Retail Gross per Unit	1,996
	Additional Used Units Needed per Month	41
	# of Used Salespeople	5.0
	Additional Units Needed per Salesperson per Month	8
	Current Used Retail Units Sold per Month	47
	Additional Used Gross per Unit Needed per Month	1,743
	Service Dept	Total Dealership Expense per Month
Absorption % Goal for the Service Dept		35.00%
Absorption % Goal x Total Dealership Expense		152,150
Current Service Absorption		30.97%
Current Service Gross per Month		134,639
Additional Service Gross per Month Needed		17,511
Service Customer Labor Gross % Sales		65.77%
Additional Service Customer Sales per Month Needed		26,625
# of Working Days (22 is default)		22
Additional Service Customer Sales per Day Needed		1,210
Service Customer Effective Labor Rate		99.00
Additional Service Customer Hours per Day Needed		12.22
# of Service Writers		5.0
Add'l Service Customer Hours per Writer per Day Needed		2.44
# of Service Techs		12.0
Add'l Service Customer Hours per Tech per Day Needed		1.02
# of Customer Repair Orders per Month		730
Add'l Service Customer Sales per R.O.		36.47
Add'l Service Customer Hours per R.O.	0.37	
Part Dept	Total Dealership Expense per Month	434,716
	Absorption % Goal for the Parts Dept	25.00%
	Absorption % Goal x Total Dealership Expense	108,679
	Current Parts Absorption	15.84%
	Current Parts Gross per Month	68,840
	Additional Parts Gross Needed	39,839
	Parts Customer RO Gross % Sales	35.82%
Additional Parts Customer RO Sales Needed	111,219	
Body Shop	Total Dealership Expense	434,716
	Absorption % Goal for the Body Shop Dept	0.00%
	Absorption % Goal x Total Dealership Expense	0
	Current Body Shop Absorption	0.00%
	Current Body Shop Gross per Month	0
	Additional Body Shop Gross Needed	0
	Body Shop Customer Labor Gross % Sales	0.00%
	Additional Body Shop Customer Labor Sales Needed	0
Body Shop Customer Labor Sales per RO	0	
Additional Body Shop Customer Labor ROs Needed	0	
Total	Total Additional Gross per Month for 100% Absorption	138,406
	Current Total Dealership Gross per Month	325,529
	Current plus Additional Gross	463,935
	Potential Dealership Net Profit % Sales	4.23%
	Current Net Profit % Sales	1.16%
Increase in Net Profit (negative means already > 100%)	3.07%	

Total Absorption %	68.16%
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Breakeven Units	357
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NV Dependency	31.84%
Used %	21.35%
Service %	30.97%
Parts %	15.84%
Body %	0.00%



Gross Per employee		
	Current	at Goal %
Used	8,439	15,808
Service	5,854	6,615
Parts	17,210	27,170
Body	-	-
Total	6,142	8,753

